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# THE AMERICAN ELEVATOR AND GRAIN TRADE

Printed in U. S. A.

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Established 1882

PUBLISHED BY  
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLVI

431 South Dearborn Street, Chicago, Ill., October 15, 1927

NO. 4

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We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

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FEED MIXERS  
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Successors to  
THE ELLIS DRIER COMPANY  
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You Know What They Cost

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SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

NO WASTE—EFFECTIVE  
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We Have Car Liners to Take Care of All Cases of Bad Order Cars

Inquiries for Details Invited

## The Kennedy Car Liner & Bag Co.

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**Caldwell Speed Reducer**  
HERE is a typically Caldwell product—tried and proved, priced right—the kind of speed reducer you have been looking for. Send for particulars.

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### Caldwell Products

Car Spotters, Bearings, Shafting, Pulleys, Gears, Chains, Wheels, Helicoid Conveyor and Accessories, Belt Conveyors, Chain Conveyors, Elevator Buckets, Boots and Casings.



### "THE CLIMAX" SCOOP TRUCK

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Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

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PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

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(With Buttermilk and Cod Liver Oil)

Brings Repeat Business to  
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States. Write for Particulars.

ILLINOIS FEED & ELEVATOR CO.

Manufacturers of All Kinds of Stock and Poultry Feeds.

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## *Another Famous Installation of Diamond Grain Belts*

**I**N connection with the huge grain tanks built by The John S. Metcalf Company for

**THE KELLOGG COMPANY**  
(of corn flakes fame)

at Battle Creek, Michigan, there are nine Diamond Rubber Grain Belts to handle the grain, and in the elevator building one "Man Hoist" Belt by which employees may be lifted from one floor to another.

**10 BELTS AGGREGATING 2,732 FT.**

This is another illustration of the fact, that Diamond Rubber Belts are the selection of the successful, experienced buyer—the buyer who demands the maximum in quality, efficiency and economy.

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Rubber Belting ♦ Hose • Packing

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## America's Largest Elevators



NEW ADDITION OF PILLSBURY FLOUR MILLS COMPANY AT ATCHISON, KAN.

THE Pillsbury Flour Mills Company of Minneapolis, with many years of experience in grain handling, as a rule specifies the equipment which goes into its plants. The Company has been a consistent user of Morse Silent Chain Drives ever since the first one was tried out many years ago. In its latest unit, the million-bushel addition to its elevator at Atchison, Kan., all of the conveyors are

found motivated by Morse Drives. There are four in the new storage unit.

Morse Drives are 98.6% efficient, positive, flexible, ideal for short centers. One-tenth or 5,000 H.P., the same dependable results are possible. Publication No. 28 illustrates and describes many applications of Morse Silent Chain Drives in prominent elevators. Address nearest office for a copy.

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**MORSE SILENT CHAIN DRIVES**

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### DOMESTIC WHEAT — BONDED WHEAT — DOMESTIC OATS

The New York Wheat Futures Market provides an ideal hedge for millers and exporters.

The desirable grades only of Domestic Wheat are deliverable on contract with nothing below No. 2 Hard Winter, No. 2 Red Winter and No. 2 Northern Spring. The bonded contract is for the Standard Export Grades of Canadian Wheat deliverable under the original Dominion Certificates.

Wheat at Buffalo is at a most desirable distributing point for Eastern mills and from Buffalo export grain can be shipped via any Atlantic port as ocean freight is available.

Effective January 3rd, 1927, trading was inaugurated in Domestic Oats, Buffalo delivery. The contract is for No. 2 White Oats, United States Standard with No. 1 White deliverable at  $\frac{1}{2}$ c premium and No. 3 White at  $1\frac{1}{2}$ c discount under the contract price. Buffalo is in the direct line of flow of surplus oats from the Central West, Southwest and Northwest, and as a distributing point for the Eastern Trade is unequalled.

Commissions on all grain are  $\frac{1}{4}$ c per bushel for **non-members** residing in United States and Canada and  $\frac{3}{8}$ c per bushel for **non-members** residing outside of the United States and Canada. Commissions are  $\frac{1}{8}$ c per bushel for **members** residing in United States and Canada and  $\frac{1}{4}$ c per bushel for **members** residing outside of the United States and Canada.

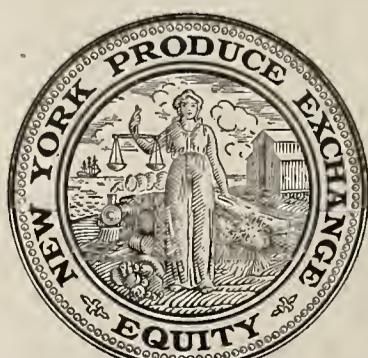
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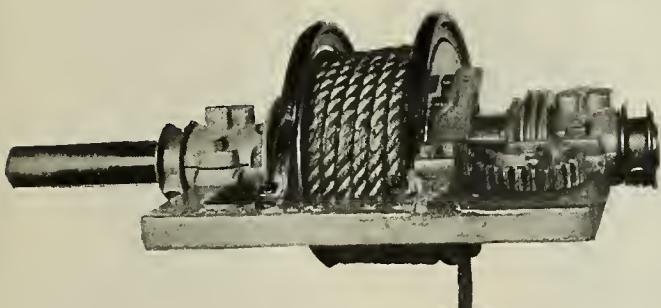
*Guarantees  
Service*



*Guarantees  
Safety*

# WELLER

## GRAIN HANDLING EQUIPMENT



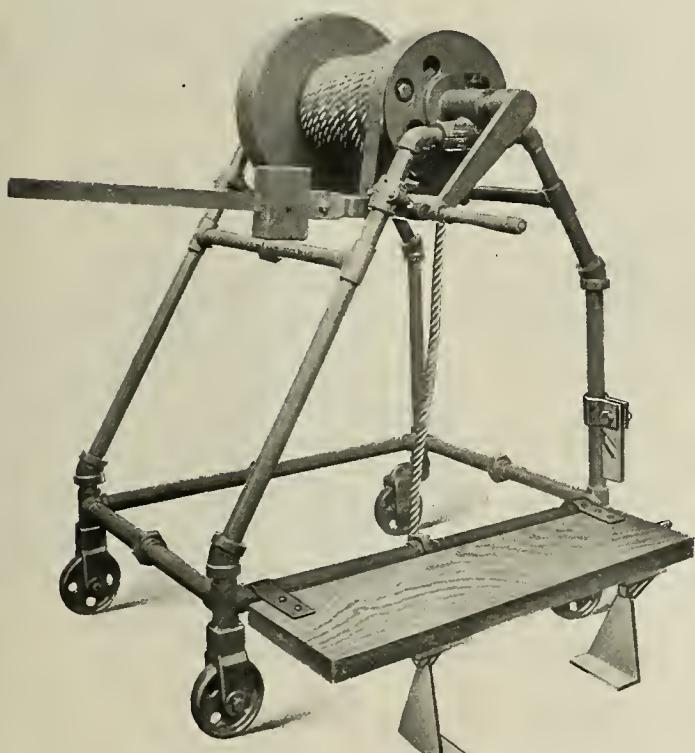
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Positive in action—Pulls at any point—No counter weights—No counter weight ropes. Easy on the operator—Easy to install. Possible rope travel up to 100 feet.



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A Weller installation conveying and storing bags in warehouse. Also used for reclaiming, delivering bags to boats, cars or refineries.



**PORABLE MAN HOIST**

Designed primarily for lowering men into grain bins for cleaning or repair work.



**WELLER "V" BUCKETS**

New type one piece bucket. A bucket for high speed and perfect discharge.

### WE ALSO MAKE

Favorite, Ear Corn, Buffalo, Rialto and Salem Elevator Buckets

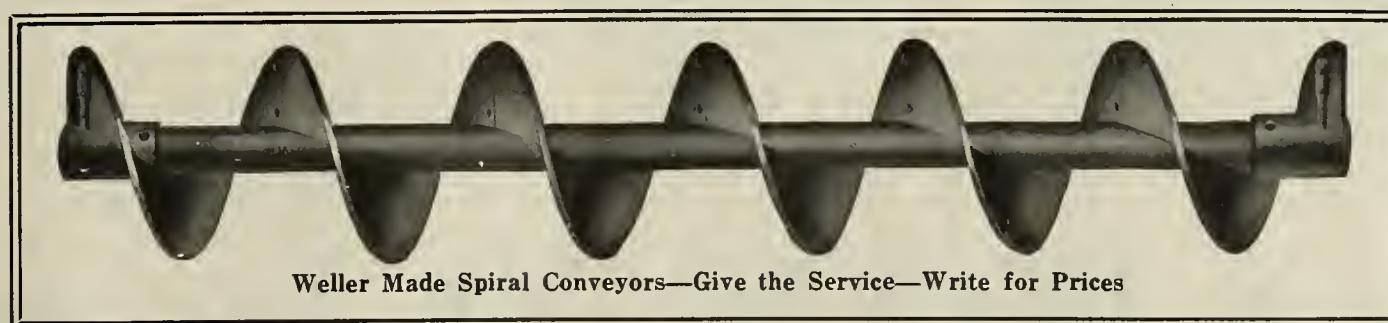
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Are sold on the basis of quality. Installed in your plant they will help you to operate at full capacity at lowest cost for upkeep.



A few of the Weller Products

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- Belt Conveyors
- Drag Conveyors
- Mixing Conveyors
- Spiral Conveyors
- Bucket Elevators
- Elevator Buckets
- Elevator Boots
- Elevator Casing
- Elevator Heads
- Barrel Elevators
- Sack Elevators
- Elevator Spouts
- Loading Spouts
- Dock Spouts
- Truck Dumps
- Wagon Dumps
- Hoppers
- Power Shovels
- Car Pullers
- Rope Drives
- Pulleys
- Hangers
- Friction Clutches
- Chain
- Sprockets
- Etc.



Weller Made Spiral Conveyors—Give the Service—Write for Prices

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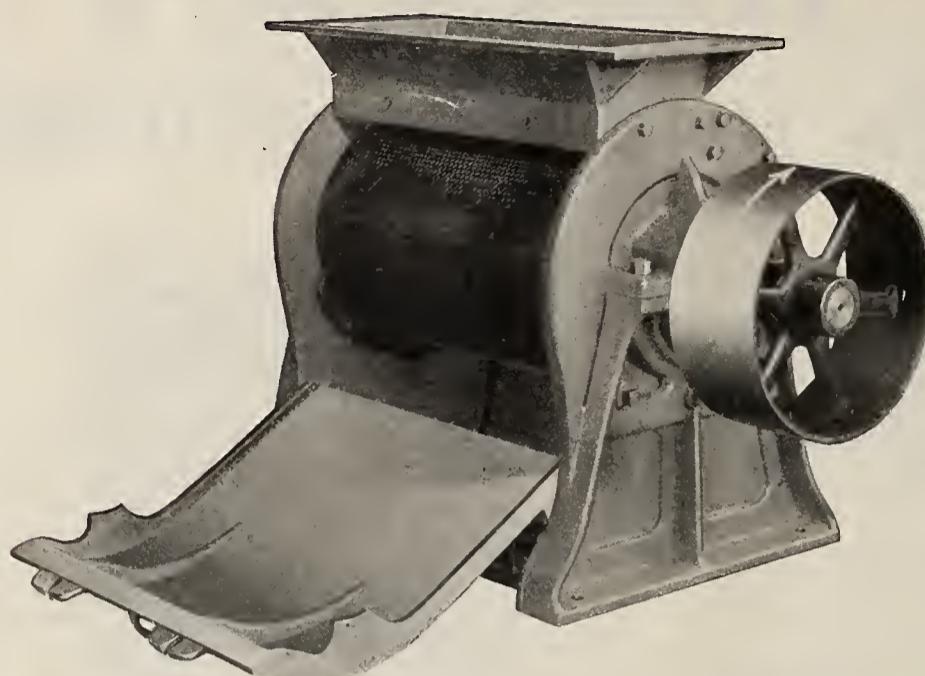
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"Eureka" - "Invincible" Grain Cleaning Machinery



Showing "Open Door" Accessibility and Large Area One-Piece Screen on New "Eureka" No. 1-B Cutter

# STEEL-CUT CORN CAN NOW BE PRODUCED AT GREATER CAPACITIES WITH LESS POWER

The New Series of "Eureka" Corn Cutters enables you to make beautiful, Sales-inviting goods at greater capacities with no increase in power consumption and with a reduced percentage of by-product. Scientific placing of knives and more screen surface are prominent reasons for the phenomenal success of the new "Eurekas".

*Superior design is plainly shown in Series G Photos  
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**INVINCIBLE GRAIN CLEANER CO.**  
**SILVER CREEK, N.Y.**

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CLEANERS

"EUREKA" - "INVINCIBLE"

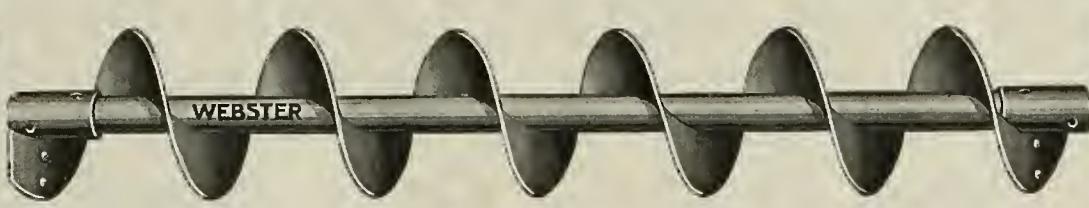
GRAIN

CLEANING

MACHINERY



Buffalo Elevator Bucket



Steel Screw Conveyor



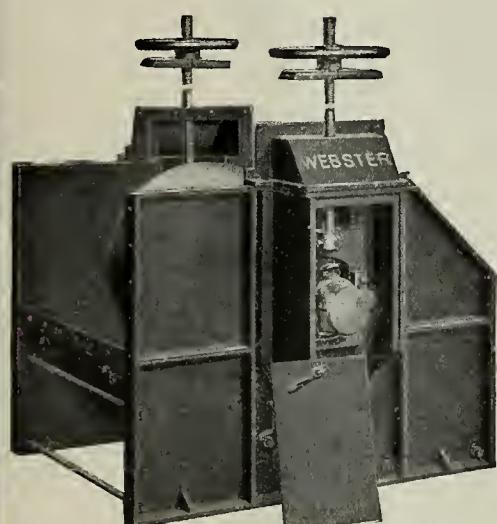
Empire Elevator Bucket



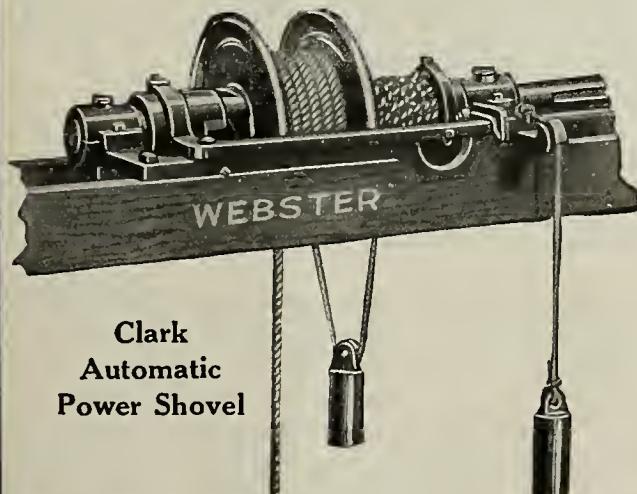
Mosher Bag Holder



Champion Flour Scoop



Elevator Boot



Clark  
Automatic  
Power Shovel



Salem Elevator Bucket

**W**HETHER your requirements are for elevator buckets, sprockets, chains, bearings, friction clutches, elevator boots, car pullers, grain scoops, power shovels, or complete equipment for handling grain, flour and feed, Webster offers you an opportunity to obtain the best.

Our forty-nine years' experience in designing and manufacturing grain handling equipment has enabled us to produce only that which is recognized as superior.

No matter what your grain handling problem is, Webster equipment, plus our engineering staff, will more than likely lead you out of your difficulties. Catalog showing our complete line of grain handling equipment sent on request.

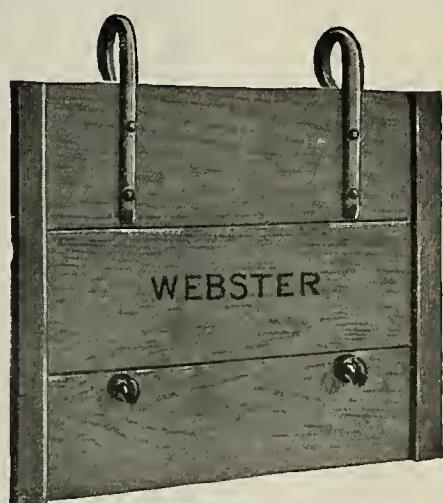
#### THE WEBSTER MFG. COMPANY

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CHICAGO



Car-Loading Spout



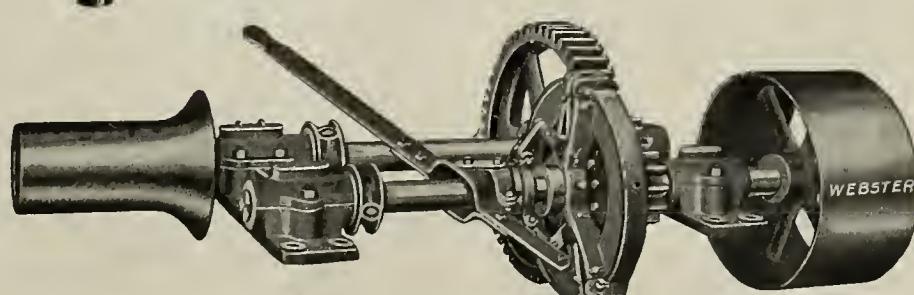
Power Shovel Scoop



Sprocket Wheel



Hercules Grain Scoop

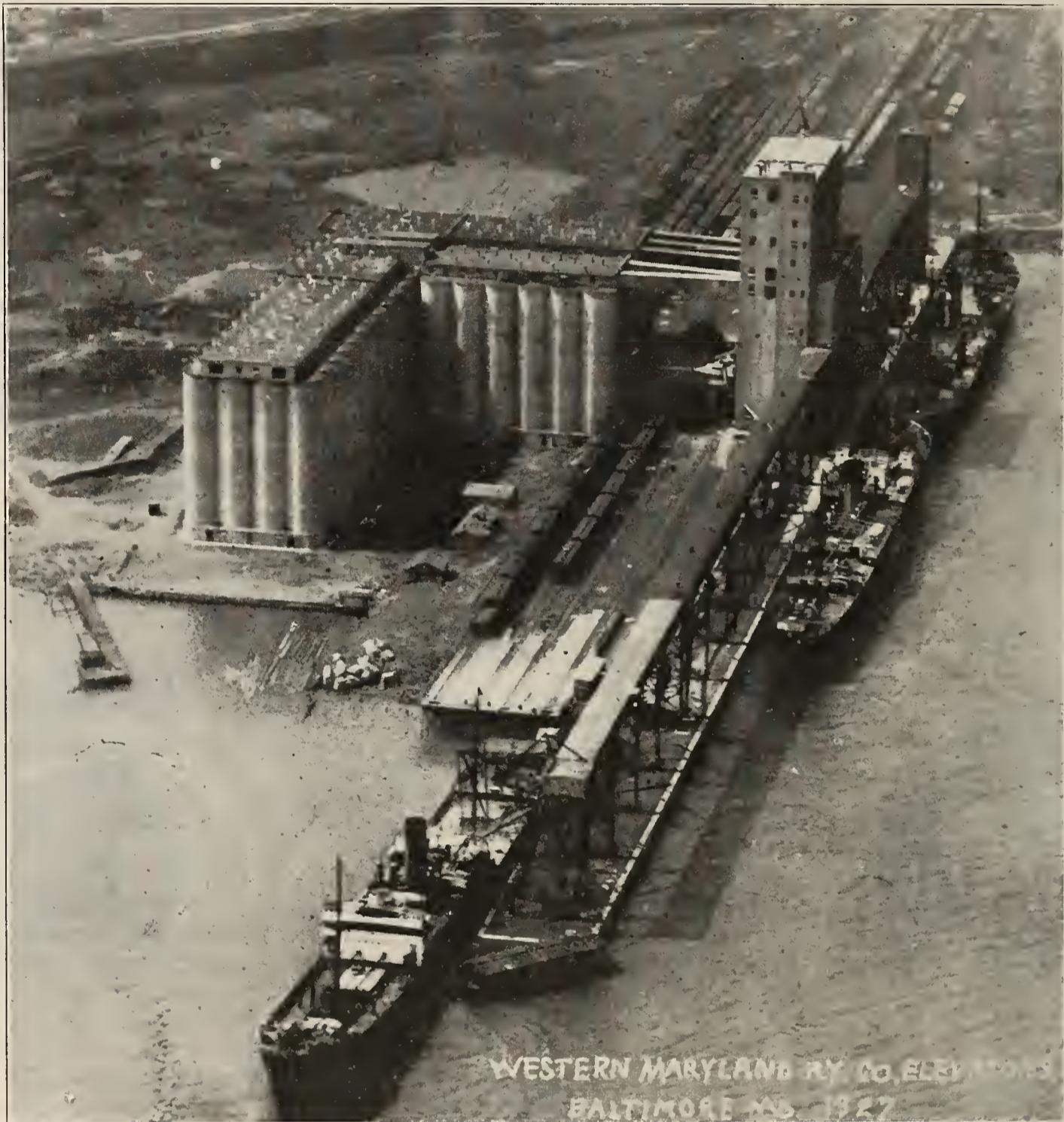


Car Puller



Minneapolis "V" Elevator Bucket

# THE WESTERN MARYLAND ELEVATOR PORT COVINGTON, BALTIMORE, MD. A Model Plant for Grain Handling



PORT COVINGTON ELEVATORS, WESTERN MARYLAND RAILWAY COMPANY, BALTIMORE, MD.  
CAPACITY 4,000,000 BUSHELS—EQUIPPED UP TO THE MINUTE

CITIES grow where lines of transportation meet, and at the present time all cities on the coast are putting forth every effort to attract water-borne commerce. New York was given a valuable start in this development by the building of the Erie Canal which brought merchandise from far inland to the Atlantic Coast, where it was transferred to ocean carriers. Baltimore has become a great seaport because it stands at the head of deep sea navigation on the Chesapeake Bay and is a point of interchange of traffic between three great trunk line railroads, serving the inland country and the water-borne traffic. Grain and flour form an important part of Baltimore's overseas business, and in the development of the grain trade the Western Maryland Railway Company, with its splendid terminal elevators at Port Covington, has been a potent factor.

With a storage capacity of 4,000,000 bushels and accommodations for berthing five ocean-going ships at one time; equipped with every modern facility for cleaning, blowing, screening, drying, de-smutting and handling grain of all kinds, these elevators rank with the finest in the country, and have, in recent years, established a number of records for rapid loading of vessels and unloading of cars. Manager J. A. Peterson is constantly devising plans for safety, as well as economy, in plant

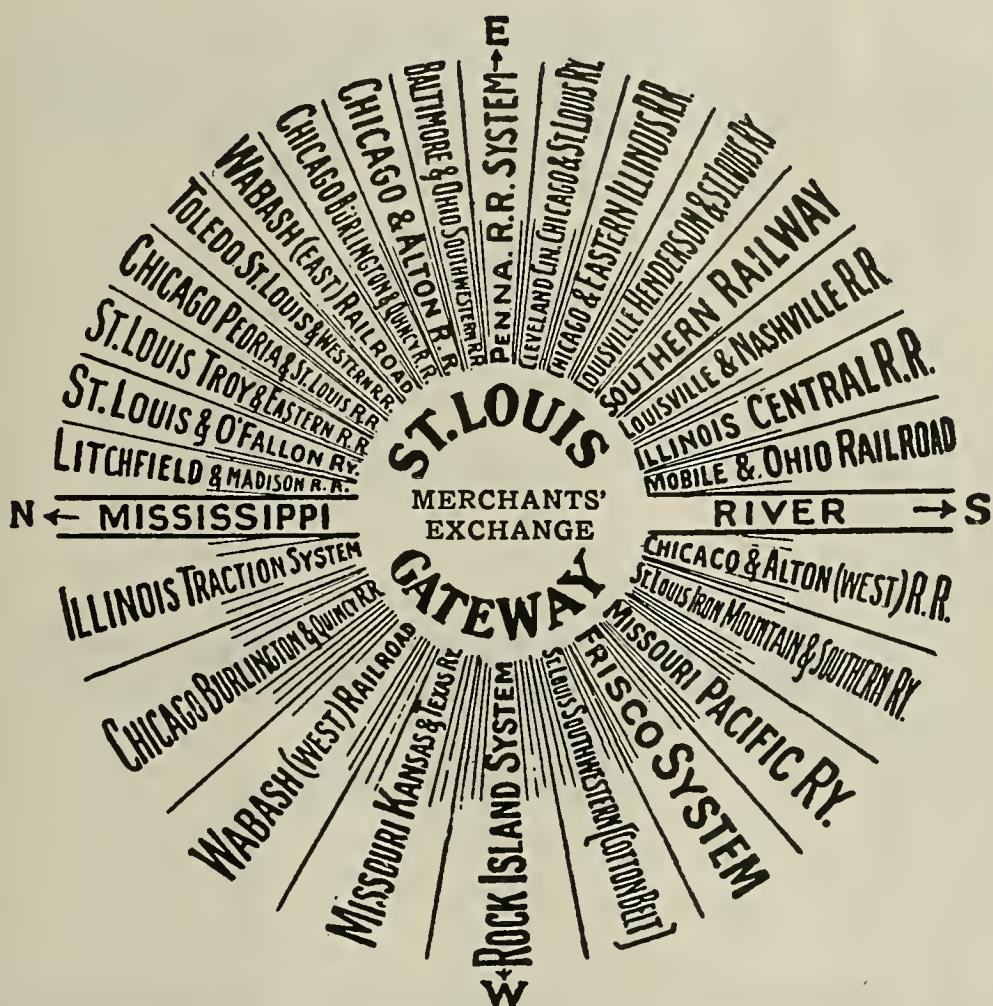
operation, and has installed various electrical appliances which tend to simplify the workings of these elevators, besides insuring against mistakes.

The Western Maryland Elevators are as nearly fireproof as human effort could make them. A vacuum system is used to draw all screenings from the cleaners and deliver them to a screening house 800 feet from the elevators. The yard and trackage facilities are such as to accommodate heavy deliveries and withdrawals of cars without congestion, and steamers docking at the piers alongside the elevators are not required to change position while receiving grain. The plant is equipped to load and unload the smallest bay craft up to the largest ocean going steamers. It is capable of delivering to ships at the rate of 150,000 bushels an hour, while the unloading capacity is 25 cars every hour. Three marine legs serve the elevator.

The plant was designed by the Toltz Engineering Company, of Minneapolis, and erected by the James Stewart Construction Company, of Chicago.

Manager J. A. Peterson is always ready to conduct grain men and those interested in port and terminal facilities through the Western Maryland Elevators, and hardly a week passes that he doesn't have this pleasure.

# ST. LOUIS, MO.



Within a radius of 25 Miles—Center of Corn Production.  
Within a radius of 250 Miles—Center of Oat Production.  
Within a radius of 135 Miles—Center of Farm Area.  
Within a radius of 100 Miles—Center of Farm Valuation.  
Within 175 Miles—Center of Population, United States.

St. Louis One of the Greatest Primary Grain Markets in the United States

More than One Hundred Million Bushels of Grain Received Annually

Movement of Grain by Barge from St. Louis to New Orleans for Export a Factor in Grain Trade

*St. Louis Leading Consignment Market in United States*

## Nanson Commission Co.

(INCORPORATED)  
**GRAIN AND HAY**

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Consignments a Specialty

Write Us for Full Information on St. Louis Markets

**"THE CONSIGNMENT HOUSE OF ST. LOUIS"**  
**GRAIN, HAY and GRASS SEEDS**  
**Picker & Beardsley Com. Co.**  
125 MERCHANTS EXCHANGE

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A long established house, energetic, enterprising and alert for your interests.

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300 Merchants Exchange

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St. Louis, Mo.

**For Milling Wheat**  
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Best Grades of Soft Winter and Hard Red Wheat always available. Millers for years have found the St. Louis Market most satisfactory for wheat supplies.

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When You Want  
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### *Grain Merchants*

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Established 1869

### Operating Crowell Elevator

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Operating Terminal Elevator  
1,500,000 Bushels Capacity

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Chicago Board of Trade

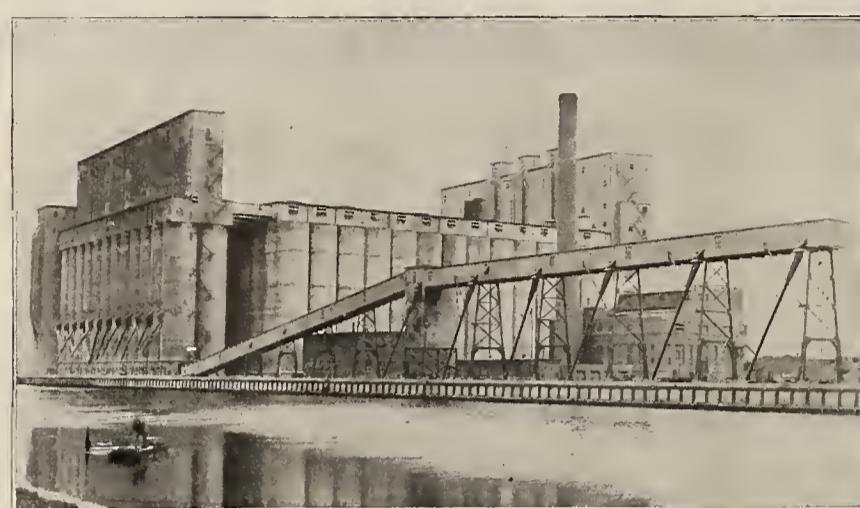
St. Louis Merchants Exchange



Manchester Ship Canal Elevator  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



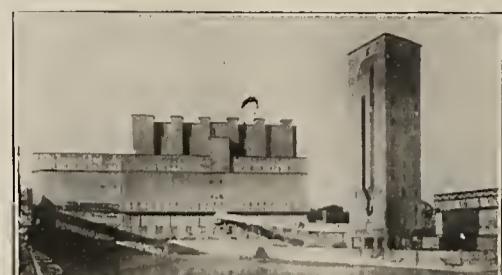
Buenos Aires Elevator Co.  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



Chicago & North Western Railway Elevator  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

**OFFICES:**

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Vancouver, B. C. - - - 837 W. Hastings St.



Harbour Commissioners Elevator No. 2  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
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Sydney Terminal Elevator  
Sydney, Australia  
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Built Elevators  
Assure You  
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Designers and Builders of  
**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

*Write for Designs and Estimates*

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October 15, 1927

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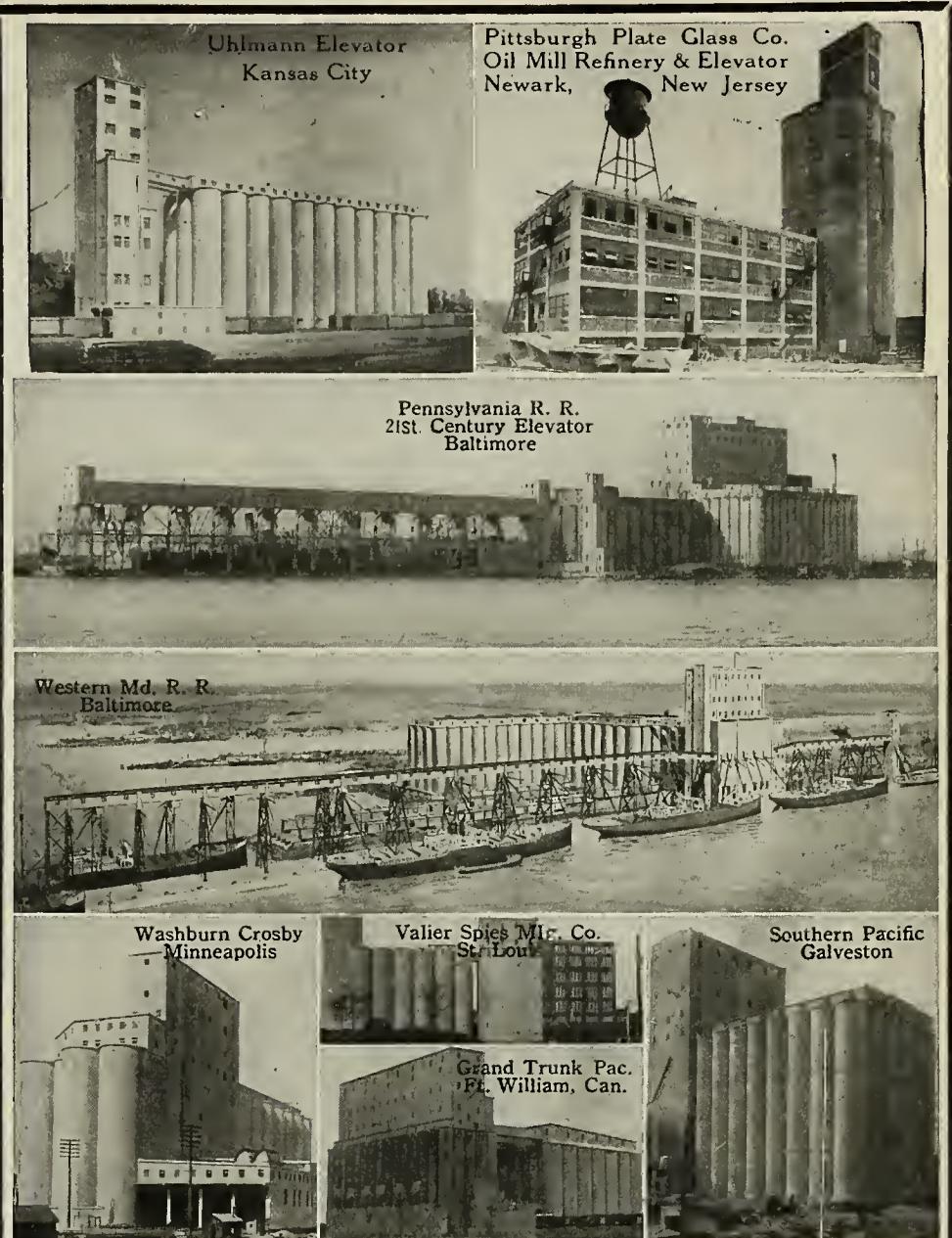
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AND ELEVATOR PLANTS

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Grain Elevators

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Manager

In all parts of the world

*Every day in every way we are designing and building better and better Grain Elevators.  
We have built for many of your friends—Eventually we will build for you. Why not now?*

## ARE YOU WORRIED

about the condition of that grain in your bins?

Let us equip your storage with a

### Zeleny Thermometer System

to tell you the exact condition of  
the grain and cut out the worry

Over 150 Elevators Equipped

Write for Description

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COMPLETE

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ALL ROLLER BEARINGS FURNISHED  
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CAPACITY 800,000 BUSHELS

**THOSE CONCERNED**

Or even casually interested in concrete grain storages notice and usually comment on the accurate alignment, smooth walls, and clean cut appearance of

**POLK SYSTEM BINS**

We Design and Erect

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**POLK GENUNG POLK CO.**

FORT BRANCH

INDIANA

October 15, 1927

211

BALTIMORE & OHIO  
TERMINAL GRAIN  
ELEVATOR  
BALTIMORE, MD.

*CONSTRUCTED BY*

THE M. A. Long CO.

Engineers and Constructors  
Grain Elevator Department

543 POSTAL TELEGRAPH  
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CHICAGO, ILL.

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*Capacity 3,800,000 Bushels*

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COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an  
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Designers of Grain Elevators' Flour  
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The New General Catalog of  
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BUCKETS, HOPPERS, LEG CASINGS

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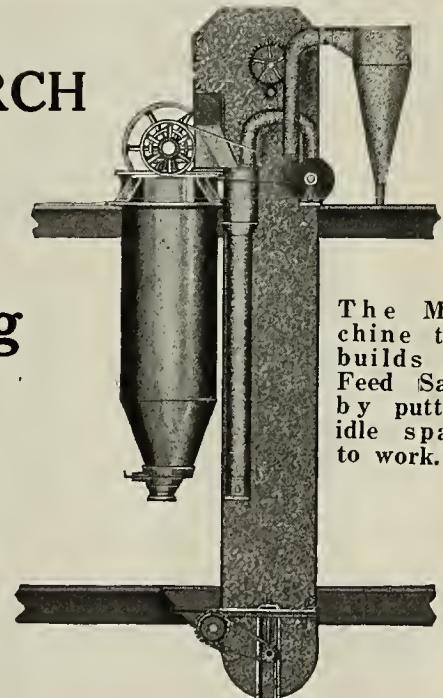
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CONVEYORS OF ALL KINDS

## THE MONARCH

Patented

## Vertical Feed Mixing Unit



The Ma-  
chine that  
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Feed Sales  
by putting  
idle space  
to work.

This outfit, a complete feed plant in itself, will only take up a few feet of your floor space but it will equip your elevator to produce dairy rations, scratch grains, laying mash, in fact any dry mixed feed. As a side line builder it is proving a big success. Where mixers have been installed the sale of concentrates and mixed feeds have been greatly increased.

Self cleaning and rapid. It consists of mixer, elevator fan, aspirating leg and dust collector.

You have time to investigate and get a monarch mixer for the fall and winter business if you act now. Send for catalog B F 123.

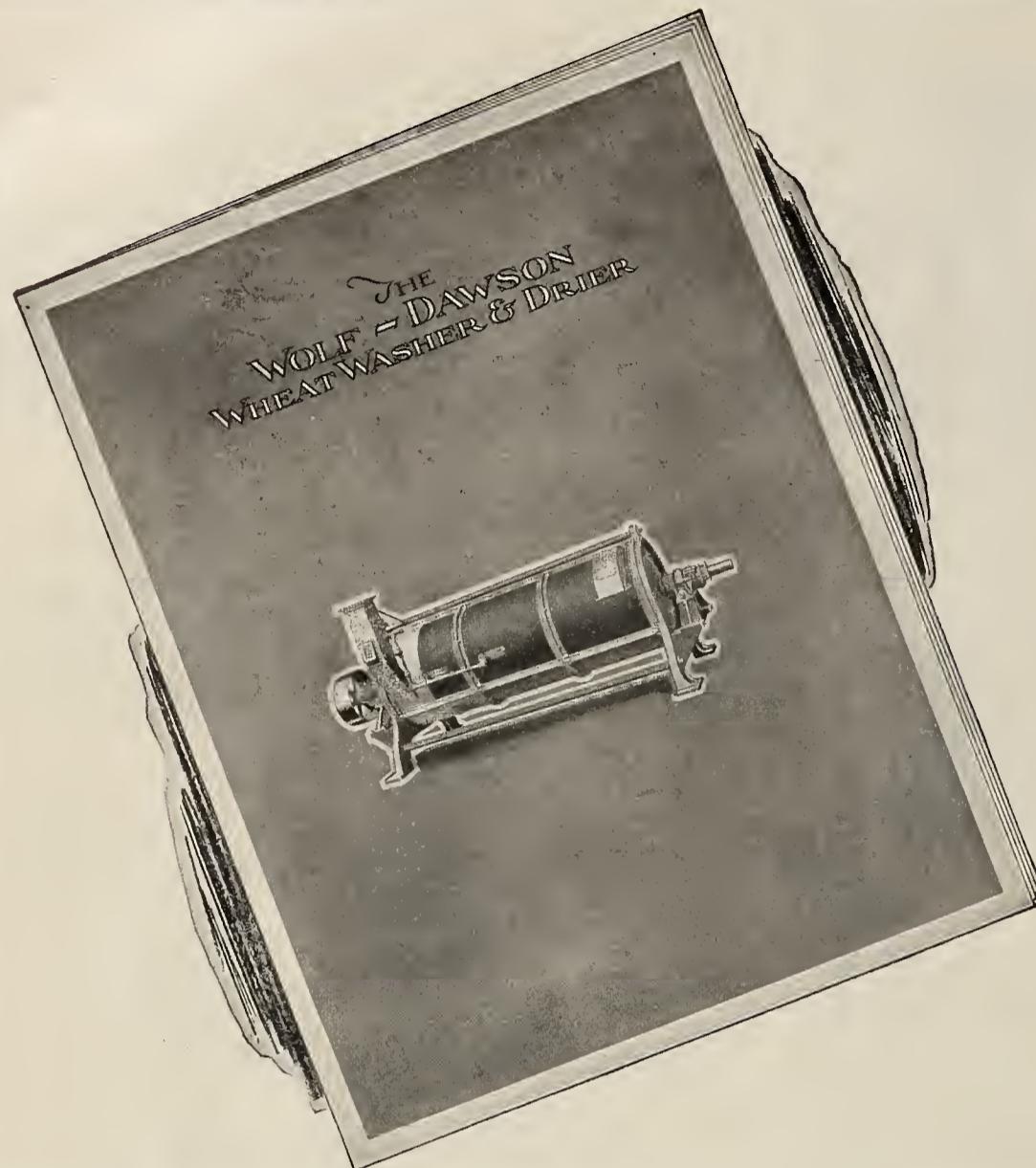
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THE MONARCH MILL BUILDERS



**Yours—**

**For the Asking**

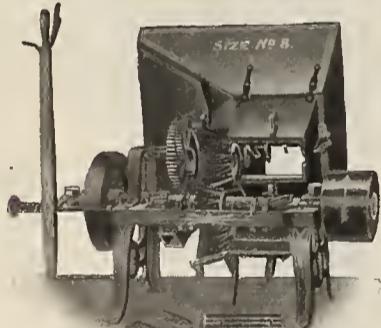
Here is a New Wolf Bulletin, with facts and figures about the Wolf-Dawson Wheat Washer and Drier. It contains complete details of construction and the profit possibilities open to you by the use of the Wolf-Dawson Wheat Washer and Drier.

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*Write for your copy today.  
Just a post-card that is all.  
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**THE WOLF COMPANY**  
CHAMBERSBURG, PA.

For Custom Grinding, Making Prepared Feeds  
and in the Process with Other Machinery



Mill can be opened like this in less than three minutes by withdrawing four pins.

**BOWSHER FEED MILLS**

always give a good account of themselves. They mean larger profits, ease of operation and satisfied customers.

Cone-shape Burrs, Large Hoppers, Rugged Construction and Ability to Mix Grains at Same Time They are Being Ground are Special Features. 12 sizes, 2 to 35 H.P. Sold with or without elevators.

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THE N. P. BOWSHER CO., South Bend, Ind.

**Weevil Killer!**

**TETRAFUME**

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**ALSO KILLS RATS AND MICE**

WILL NOT BURN—WILL NOT EXPLODE. Approved by Fire Insurance Companies. Harmless—Stainless—Leaves No Odor.

The Grain and Feed Trade have learned to use Tetrafume. Save Dockage for Live Weevil, and Loss in Stored Grain and Feed Stuffs.

Incorporated 1916

**Douglas Chemical & Supply Co.**

MANUFACTURERS AND DIRECT DISTRIBUTORS

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**Cash in on a growing market for quality feeds containing**

**FEED  
MANUFACTURERS!**  
Include  
**DRY  
SKIM  
MILK**  
In your 1928  
**REGISTRATIONS!**

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Poultry, hog and calf raisers are buying Dry Skim Milk to add to their feeds because they can't buy feeds which contain it.

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*"The Information Bureau of the Dry Skim Milk Industry"*

The Culver Poultry Farm writes: "We have brought through nearly 10,000 chickens and lay a lot of our success to the use of dry skim milk—20% first four weeks, then 10%. Also using 5% in laying mashes."



## "The best information on Grain Drying I ever read"

THAT'S what you will say after you finish reading the Randolph Catalog.

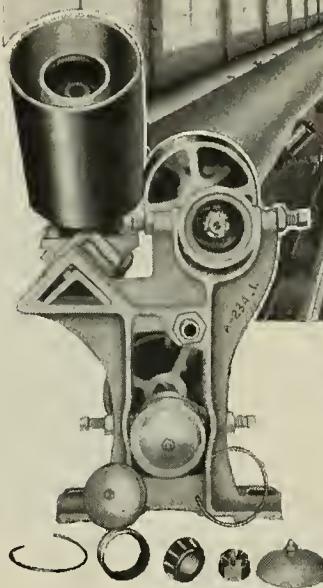
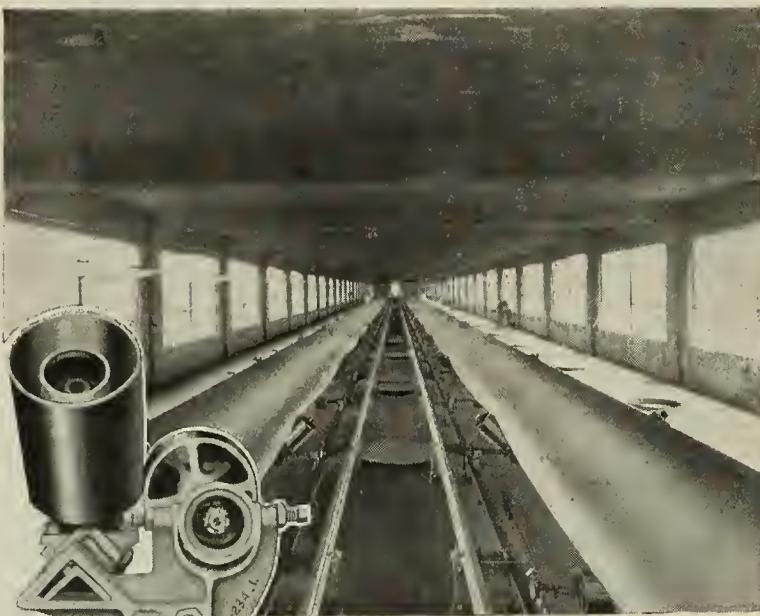
It's a catalog that will show anyone handling grain how to make more money in his business.

It contains information that is educational on drying various kinds of grain.

It's bound to be profitable reading, too. If you are interested in some real, honest-to-goodness data on this subject, write for a copy, as only a limited edition was printed.

*Write for your copy today  
It's FREE!*

**O. W. RANDOLPH CO.**  
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**"EHRSAM**  
TIMKEN-EQUIPPED  
CONVEYOR  
INSTALLATIONS

THE illustration above shows an "Ehksam" Timken bearing-equipped conveyor—and the lower illustration shows an "Ehksam" heavy duty self-propelling tripper—both just recently installed in an addition to a large southwestern elevator. Additional "Ehksam" equipment was installed too. For the name "Ehksam" stands for quality elevator equipment in the industry.

**J. B. Ehksam & Sons Mfg. Co.**  
ENTERPRISE, KANS.

Manufacturers of Machinery for flour mills, Cement Plaster Mills, Grain Elevators, Salt Plants, Coal Handling and Rock Crushing Systems, Fertilizer Factories, Power Transmission, Elevating and Conveying equipment.





## Elevator Machinery and Supplies Flour and Feed Mill Machinery

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION MACHINERY, ROLL GRINDING AND CORRUGATING. LARGEST FACTORY AND STOCK IN THE WEST.

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## THE CUTLER MEAL DRYER



SOLD BY ALL  
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Not An  
Experiment

All Metal Steam Dryer

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CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention

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CATALOG ON REQUEST

## FRICTION

Caused 39% of all fires in Mills and Elevators insured by

**THE MILL MUTUALS**  
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Elevator Head and Boot Friction  
Cleaning Machinery Bearings  
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Anti-friction Bearings and Elevator Legs  
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**MUTUAL FIRE PREVENTION BUREAU**  
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The Tallest Hotel in the World  
Forty-six Stories High

Closest in the City to Offices, Theatres,  
Stores and Railroad Stations

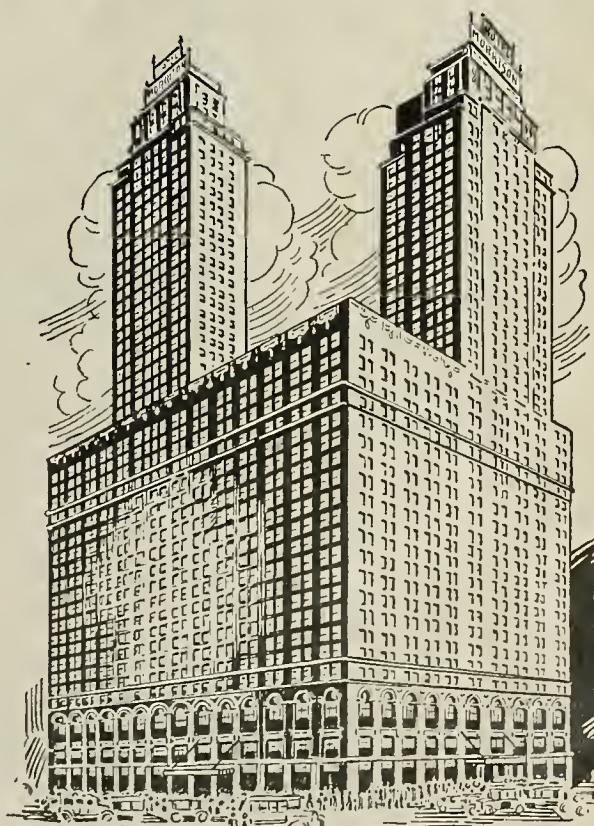
Home of the Boston Oyster House

1944 Rooms, Each with Bath

*Lowest Rates*

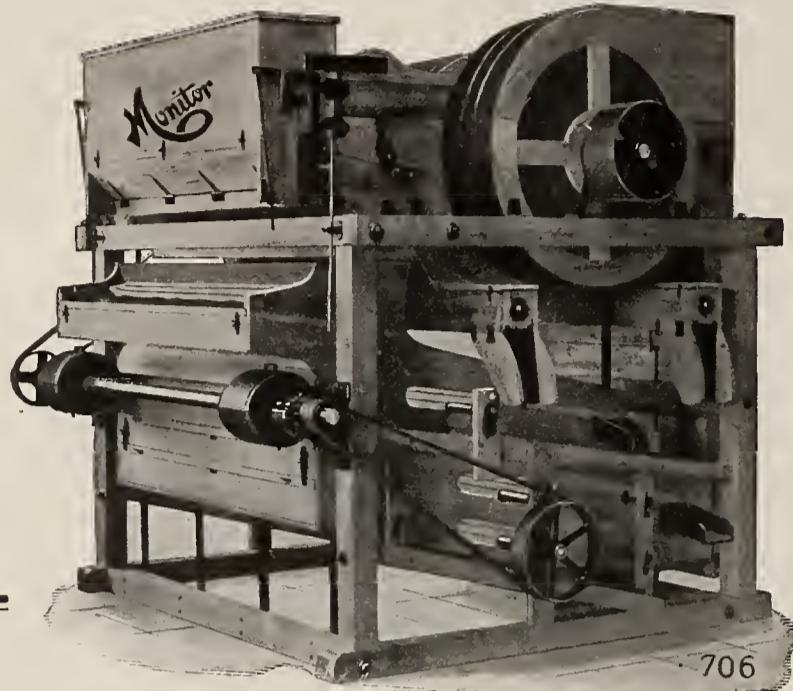
ALL rooms are outside, each with bath, running ice water, bed-head lamp, and Servidor. A housekeeper is stationed on each floor. All guests enjoy garage service. The famous Terrace Garden entertainments are broadcast daily from WSWS.

*Write or wire for reservations*



*The New Morrison, when completed, will be the world's largest and tallest hotel, 46 stories high, with 3,400 rooms.*

**Monitor** LOCATION • new  
FACTORY • modern  
EQUIPMENT • complete } Prompt Deliveries a  
Specialty



## THE LATEST IDEA

in Cleaners, is the application of the Steel Frame, as offered on the MONITORS, at your option.

The basis of stability of a machine is its supporting frame. Given a rigid, immovable support, the moving parts of a cleaner are always in exact position. They must stay in their place because the frame prevents their moving.

With a wood frame, this is also true providing the wood does not warp or shrink but many times it does.

The MONITOR line of cleaners is now built with wood frames at regular prices or with all metal frames at a slight advance in price, which is trivial as compared with the advantages.

We suggest that you specify your next MONITOR "with steel frame." It will pay you.

## HUNTLEY MFG. CO.

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**BROCTON, N. Y.**

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.

# THE AMERICAN ELEVATOR AND GRAIN TRADE



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLVI

CHICAGO, ILLINOIS, OCTOBER 15, 1927

NO. 4

## One Million Bushels More of Kansas Storage

Recently Completed Reinforced Concrete Storage Tanks Afford Large Increase to Pillsbury's Grain Handling Capacity at the Atchison, Kan., Plant

THE POWER of advertising is such that when the name of Pillsbury is mentioned there will be no doubt in the mind of anyone that flour is the subject about to be discussed. This applies not only to those individuals who are allied with the milling industry or the grain trade, but to that much abused character commonly alluded to as "the man in the street." Pillsbury is synonymous with grain products and at the same time it indicates size. Despite the fact that the public in general realizes the vast scope of the enterprise, comparatively few are aware that the company's operations extend over a wide area. They are not confined to the Northwest and the vicinity of the Twin Cities, but extend into the Southwest on no small scale. There is, for instance, the large up-to-date plant maintained by the company at Atchison, Kan.

With the growing use of the combine and improved means for expediting the harvest, the necessity for added grain storage for the mills in the Southwest has developed. The Pillsbury plant at Atchison already had a large elevator unit, but this has been added to during the last year, and this summer a new 1,000,000-bushel group of reinforced concrete tanks was added to the existing tanks and buildings in operation at this point.

It was not so long ago that the Pillsbury Flour Mills Company acquired the property in Atchison. It was the then new milling property of the defunct Atchison Mills Corporation which was taken over, and the first completed unit was put in operation September 1, 1922. The second unit began operation November 1 of the same year, with a total combined capacity of 2,500 barrels of flour daily. The company then proceeded to acquire sufficient ground frontage for doubling this capacity. The elevator capacity in conjunction with the mill was fully 700,000 bushels at that time and was new and fully ready for operation. Like the rest of the plant, the elevator was thoroughly modern in construction and equipment and was in first class operating condition.

Atchison is located on the Missouri River, and has the benefit of low freight rates resulting from what is commonly known as the Missouri River freight rates adjustment. The railroad facilities are highly desirable, embracing as they do four great trunk lines which



SPOUTS FROM FEEDERS IN NEW ELEVATORS

extend in all directions. The city has always been primarily dependent on grain and grain products for its material prosperity and it is situated in a country which is well fitted to contribute much in this line. Atchison can draw grain from numerous of the leading grain producing states and has valuable transit privileges. All centers of domestic demand as well as eastern seaboard and Gulf export ports can be advantageously reached.

The new storage unit has been erected in such a way that it co-ordinates with the elevator already in operation and becomes a unified part of the existing plant. It is small wonder that with the increasing demands made upon the Atchison plant, Pillsbury found it expedient to add to the storage. Great care was taken to have everything about the new tanks modern and provided with the most efficient devices available. The finished job shows clearly that these intentions were carried out to the letter.

The storage capacity of the new unit, which has been completed within the last few months, is 1,000,000 bushels of grain. This is divided into 52 regular cylindrical tanks each of which has an inside diameter of 17 feet, and 39 interspace bins. The new tanks are 102 feet in height and are of reinforced concrete construction. The engineers and contractors who handled the job were the Fowell-Ahlskog Company, of Chicago, Ill.

Piles were driven to solid rock when this work was commenced, and they varied from 30 to 60 feet in length. A firm foundation assuring absolute safety and a permanent structure was thus secured. The new unit is, of course, a fireproof storage plant and all the usual safeguards were provided. Provision was made for a thermometer system to be installed by the Zeleny Thermometer Company, Chicago, Ill., so that the exact condition of grain in any one of the tanks may be determined at any time and the risk of overheated grain is obviated.

The plant is electrically operated, and has two conveyors below and two conveyors above. Four chain drives have been provided for this operation and they were supplied by the Morse Chain Company, Ithaca, New York.

The basement floor is 11 feet high except in the two east rows of tanks. Here



NEW STORAGE FOR THE PILLSBURY FLOUR MILLS COMPANY, ATCHISON, KAN.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Sixth Year

the mixing bins have a basement floor which is 24 feet in height. Each bin has a 16-spout outlet for mixing. The plant which has just been added to the original storage also contains 88 feeders.

## CORN BORER CHECKED

Government officials are confident that the spring campaign which ran into millions of dollars to check the spread of the corn borer has borne fruit. A census of the borer population shows that there is now an average of 13 borers per 100 stalks in the campaign area, compared with an average of eight per 100 last year. In 1925 the borer population in this area was two borers per 100 stalks.

Where there was no borer campaign the increase was 400 per cent in borer population registered in 1926.

The figures obtained by the Government officials were from a field survey of 743 townships in the heavily infested states.

## ONTARIO WHEAT POOL ALLOWS CARRYING CHARGES

A carrying charge of one cent per bushel per month on pool grain retained on farms will be allowed by the farmers' wheat pool of Ontario. Simultaneously comes the report that a great many country millers in the same province complain that they find it difficult to pay the farmers' pool its price for Winter wheat, if they are to make any profit on their flour sales. Pool wheat has been crowding on the market more quickly than storage accommodation available could take care of it, and as a result wheat that really should be held in Ontario for local grinding is being forced into export markets. This is said to be the reason for the carrying charge. There is not sufficient grain storage capacity in Ontario to take care of its own crop of wheat. While the original announcement refers to the carrying charge as in effect in October, it is thought likely that it will be renewed for November, and may even be extended beyond that period.

## HESSIAN FLY FIGHT

Strenuous efforts have been made by county agents and agricultural leaders to educate the farmers in methods of fighting the Hessian fly successfully. Dwight E. Hull, county agricultural agent at Salina, Kan., has contributed not a little to this cause in the publication of a bulletin to all farmers giving instructions how to fight this pest.

In it he says that the fields infested with fly should be plowed so that all stubble is completely turned under and every portion of the straw and root covered with at least an inch of dirt. This will destroy all fly in the field and as far as infestation from the field so treated is concerned, the wheat may then be sown at any time thereafter.

The danger then lies in the fly coming from a neighbor's field where the Hessian fly is not destroyed.

Mr. Hull also advises that the farmer see that he has no volunteer wheat; and that he does not commence sowing for three or four days after the rain. With these precautions, the pest may be eradicated.

## HOT CORN LOSS PAID

When grain is sold by telegram, telephone, or mail, by receivers or distributors located in terminal and interior markets, it shall be understood and agreed that the public weights and grades of the market from which the grain is shipped shall govern. This is the moral pointed by the national arbitration committee who decided the case of the Bartlett Frazier Company, *versus* the Iowa Milling Company. The Chicago firm was awarded a judgment of \$175.45.

In this case, the plaintiffs sold one car of sample grade heating corn to defendants on August 3,

1926, at 70 cents f. o. b. Chicago, and shipped it to the defendants at Cedar Rapids.

According to the official inspection at Chicago the corn was heating when loaded, which is also substantiated by a certificate of the Chicago Board of Trade sampling department. On arrival of the car at Cedar Rapids, the defendants found it to be hot and rejected it, claiming that the plaintiffs had assured them that while the corn was heating it would not arrive at destination hot. The plaintiffs deny having made such assertion and insist that they could not and did not guarantee condition on arrival. The defendants refused to pay the draft and the plaintiffs sold out the car in Cedar Rapids and established a loss of \$175.45.

## FRENCH RAISE WHEAT DUTY

The duty on wheat has been raised by the French Government from 18.2 francs to 25 francs per 22½ pounds. The government took this step on the plea that it must encourage the national production of wheat more nearly to equal national consumptive requirements.

Milling extraction must give 1 per cent more than the natural weight (per hectolitre) of the wheat being milled; and there must be an admixture of 6 per cent. It was formerly 10 per cent of other flour (rye, rice, barley or manioc).

## GRAIN IS MAINSTAY OF SOUTHERN SHIP LINE

The accompanying picture shows the first American wheat of the United States crop being loaded into the steamship *Westmoreland* at Houston, Texas, for shipment to Germany. This vessel is



LOADING WHEAT AT HOUSTON, TEXAS

one of the 29 modern steel cargo steamers which are the facilities of the Southern States Lines, operated by the United States Shipping Board. Wheat, flour, and cotton are mainstays of the trade handled in these ships. As in the case of other Gulf ship services, the Southern States Lines provide an efficient medium for transportation of farm products which find their way to the Gulf from elevators and warehouses all over the central northwestern and southwestern states.

## NEW YORK CLAIM REFUSED

A claim for \$301.30 by Wood Bros., Cooperstown, N. Y., against E. F. Custenborder & Co., Sidney, Ohio, has been denied by a committee of the G. D. N. A., which was given jurisdiction over the case.

On August 14, 1926, the defendants sold to the plaintiffs one car of fresh shelled No. 2 Yellow corn, at 96 cents basis Philadelphia, Pa. rate for prompt shipment, subject to arrival draft. On this sale car P. R. R. 572346 from Eldorado, Ohio, on August 17. Car arrived at Cooperstown on August 23. The plaintiffs paid the draft on August 24 and started to unload the car on August 25, taking out about 200 bushels. On that afternoon the plaintiffs wired the defendants as follows: "Car corn arrived hot in mouldy condition refused wire disposition." Numerous telegrams were exchanged but the plaintiffs positively refused to accept the corn. While they produced the statements of their agents and others that the corn was in heating condition, they apparently did not make any effort to obtain an official inspection.

as provided in the Government regulations, and the defendants finally ordered the car forward to New York City where it arrived and was officially inspected on September 1 as No. 3 Yellow corn. 53.6 pounds, 5 per cent damage, 13.7 per cent moisture. This proves conclusively that this corn could not have been hot or mouldy at Cooperstown but must have been at least on the very lines of No. 2 Yellow corn, as the only condition which made it No. 3 Yellow was 1 per cent excess damage. The corn was contained in a tight steel boxcar and at that season of the year the atmospheric heat may have misled the plaintiffs' agent into thinking the corn was in heating condition but as the only official evidence before the committee was the inspection at New York City it could only conclude that the corn was not in condition claimed by the plaintiffs and upon which sole ground they refused the car. The defendants sold out the car to establish a loss but allowed the plaintiffs 2½ cents a bushel for grading. The plaintiffs claimed an additional loss of \$300.

## WHEAT POOL MAKES CHANGES

The Canadian Co-operative Wheat Producers, Ltd., have opened an office in London, England. D. L. Smith, who has been manager for the central agency at Winnipeg since it was formed, will be in charge of the London office. George McIvor, western sales manager, will succeed Mr. Smith at Winnipeg, Man. O. Z. Buchanan, who has been in charge of the Vancouver office, will become western sales manager, with headquarters at Calgary, and at Vancouver he is succeeded by James Gibson. Donald McIntyre, assistant sales manager at Winnipeg, has been appointed eastern sales manager, and W. C. Folliott, assistant sales manager is now coarse grain sales manager.

## TEXAS COMPANY TO BUILD NEW ELEVATOR

**By W. D. HORNADAY**  
Plans have been drawn and the contract let for the construction by J. C. Whaley of Gainesville, Texas, and associates of a grain elevator at Lubbock, Texas, to cost \$150,000. The Jones-Hettelsater Construction Company of Kansas City, Mo., has the contract, and the construction will be under the supervision of F. W. Smith of that company.

The capacity of the elevator, which will have 10 bins, will be 340,000 bushels. The headhouse of the building will be 20 by 36 feet and will be 176 feet high. The building will be made of concrete and will be fireproof. The machinery will be driven electrically. A concrete wagon dump shed, concrete track dump pit for receiving grain, and a steel track shed are other specifications of the structure.

The Whaley Mill & Elevator Company has grain storage houses at the following points in Texas: Gainesville, Lindsay, Valley View, Justin, Muenster, Myra, Ponder and Southmayd. The concern manufactures flour, bran and cornmeal, and has a daily capacity of 1,000 barrels of flour and 400 barrels of meal. The total grain storage capacity available at the present time is 600,000 bushels.

The officers include J. C. Whaley, president; James Beattie, vice-president; and J. M. Maupin, secretary and treasurer.

## WHERE THE TALL CORN GROWS

Texas is growing in importance as a corn growing state. For the second time in history, that state is this year shipping corn to Chicago and for the third time is sending it to Kansas City. In commenting on this unusual condition, Jules G. Smith of the Fort Worth Grain & Cotton Exchange and president of the Fort Worth Elevators Company said: "For the third time in history Texas is saving millions of dollars usually sent out of the state for corn."

Mr. Smith recently sent the first solid shipload of wheat through Port Houston's new elevator to European ports.

October 15, 1927

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## A Real Competitor

**Conditions in Argentina, As Revealed by a Survey, Show That Our Southern Neighbor is a Growing Factor in the Grain World**

**I**N ITS market letter of October 3, the Pope & Eckhardt Company of Chicago, quoted conditions in Argentina and then remarked that this was one of the chief market factors at present. Few American dealers realize how great a factor the Argentine crop is and how it is liable to become more so in the future. We are accustomed to regard that country as being backward, and grain farmers being nonprogressive, but A. C. Seyfarth, assistant advertising manager of the International Harvester Company, who has just returned from South America, has written of conditions there in a way to put a new light on the matter. He says:

Argentine agriculture and implement salesmanship are full of surprises and contrasts to anyone who has built a conception of them upon the standards and methods of the farmer and implement dealer in the United States.

In the Argentine agricultural activities are of

possible to rent farms which are fitted with the more common improvements. These include a fairly good home, a shed or two, a well and a windmill.

In between the two extremes, that of the chacarero with his mud hut and that of the estanciero with his palatial home, there is a land-owning minority composed of colonos, so-called because of having emigrated from Italy, Denmark, Germany, Switzerland or some other country. This class maintains a standard of living comparable with that of the average farmer of the United States. These colonos almost invariably have prospered, but do not represent any considerable portion of the agricultural population.

Extraordinary as the living conditions of the chacareros may be, they are not a bit backward in understanding of up-to-date, large-capacity equipment and application of it in profitable, large-scale operations. This trait of theirs is well illustrated in the popularity of the harvester-thresher, which the American farmer generally is just beginning to adopt, but which the cereal farmer of the Argentine has known and used for several years. As a rule, too, he is as well posted on harvester-thresher construction and use as the average American farmer is about grain-binder construction and use.

Tractors are being used in ever-increasing num-

munity. His annual volume is measured in hundreds of thousands of pesos. He sells everything from a pin to a threshing machine—silverware, clothing, calicoes, groceries, hardware, farm equipment, building materials, and almost anything else one could name, including a very generous volume each year of wines and liquors. Apparently not content with selling everything in the retail sales category that might be demanded by country people, this general merchant also buys and sells the farmers' grain. For this activity he has a special warehouse alongside the railroad which houses modern cereal handling equipment.

Obviously, he is a live, up and coming merchant and a keen business man of broad caliber. He must be in order to conduct an establishment of such scope and varied operations.

A word about the town from which this general merchant operates. Retail merchandising has not yet been developed in that town to the point where each line has its individual merchant. There may be an apothecary's shop and several drinking places, but they have no distinguishing characteristics. Buildings, whether business places or homes, are all pretty much alike. Looking down the main street one sees a number of buildings, usually one story in height, all stuccoed white and all set at the very edge of the pathway or sidewalk along the street. Seldom if ever is an advertising sign seen. There are no display windows. Selling, according to American standards, is still in a very backward state, but the general merchant must be regarded as the outstanding contrast in the town. Too, contrast the town's general air of indifference and resistance to progress with the air of progress and



STORING CORN ON AN ARGENTINE FARM

two distinct types, one of which embraces cattle raising, the older type and still the dominant one. The estanciero, who is the landowner of the country with his holdings measured in leagues, is engaged in cattle breeding and raising. He may raise some cereals but more often he rents out portions of his holdings to farmers, called chacareros, who engage only in cereal farming, the other distinct type of agricultural activity.

The estanciero lives on his estancia or ranch, in a home fitted with every modern convenience. He has another such home in Buenos Aires, and more than likely maintains a third home on a similar scale abroad.

The most of the cereal farming is carried on by renters of land from the large land owner, who bases the value of his land upon the amount of rent he is able to obtain. Oddly, value does not determine rent, as one would naturally suppose. In contrast to the surroundings of the estanciero, consider those of the chacarero. In the great cereal section of southern Argentina land for rent seldom has any improvements. Consequently, the first thing to be done upon renting any considerable acreage for cereal growing is to put up a one- or two-room house. Common mud is used for the walls and corrugated iron for the roof. A well is dug and a windmill set up. The furniture is made of the discarded crates in which farm machines had been packed. Thus is indicated what is actually the case, a standard of living much below that of the average farmer in the United States. Yet there is the anomalous fact of this chacarero having an investment of ten to fifteen thousand pesos (\$4,000 to \$6,000) in large-scale, modern, American-made farm equipment. Contrast this with his probable investment of a hundred pesos (\$40) or so in his entire household possessions.

For the sake of accuracy it should be stated that in the northern section of the Argentine it is



GRAIN ELEVATORS ON THE BUENOS AIRES WATERFRONT

bers, despite the low first cost of horses and a bountiful feed supply. Tractors appeal to Argentinians because better work and more of it can be done than with horses. And so it goes through the list of standard equipment, large-size drills, plows, harrows and so on. It is this type of extensive, big-scale farming that makes Argentina a vigorous competitor of the United States and other countries in the cereal markets of the world.

In view of these progressive conditions in the use of farm equipment, it would seem that the business of selling farm machines would be in a highly developed state. That is, that there would be dealers who specialized in this very important element in the wealth production of the country. But such is not the case. In the United States we have a distinct group of business men known as implement dealers. In the Argentine there is no such group. Implements are sold by general merchants, of whom there is one, sometimes two, or even more, in a town. He is the business center of the com-

efficiency suggested in the observations on the cattle raising ranches and cereal farms.

Inasmuch as the bulk of the equipment sold in the Argentine is of American manufacture, American selling help is available to the general merchants distributing this equipment. In some respects selling equipment there is a likable occupation. The principal reason is the fact that Argentine agriculturists are keenly alive not only to the importance but to the absolute necessity of using the best large-scale equipment available.

There isn't anything that the Argentine farmer wants quite so much as the very latest and best harvester-thresher, tractor, plow, and drill. He may be living in a mud hut, and probably is poor. Yet he has the same strong urge to buy improved equipment and does buy quite as freely as the estanciero who lives in his palatial residence and who need not count the cost of his equipment purchases.

The Argentine farmer does not complain about

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Forty-Sixth Year

farm equipment prices. He is more interested in the degree of perfection with which the machine accomplishes its intended purpose. If it be a harvester-thresher, he wants to know if it is light-running, how it cleans the grain, how it handles foul, dirty flax or wheat, what the power of the auxiliary motor is, and so on. If he is satisfied with the answers to these questions, he then asks the price.

If a motor truck is under consideration, he wants to know how big a load he could haul, how fast he could make the customary trip, and how much the outfit would save him over his present arrangement whereby a carter handled the crop on contract. Plows, drills, tractors, all have an appeal to him in which the price is largely out of the picture. He is interested more in how well they do the job, if they are the very latest and highly improved models, if they could be relied upon absolutely, and if he could easily get repairs.

In the farm equipment field naturally the machines connected with drilling, planting, and harvesting cereals are of first importance. In this group the harvester-thresher is preeminent. The farm tractor is second. In spite of the fact that a good horse can be bought for 60 pesos (\$25) or 75 pesos (\$30) and that peon labor is cheap, tractors are in good demand. As before suggested, farmers have a strong urge to use better, more efficient field power, and they are willing to pay for it.

Motor trucks are more and more assuming an important place, not only on the farm but in the general merchant's sales and distribution activities. Trucks are used in the camp (country) as well as in the cities. In the cities they do general hauling and in the camp they are used for hauling cereal to railway or port. One realizes the importance of

this job when it is remembered that every bushel of cereal harvested in the Argentine is sacked as it comes from the thresher or the harvester-thresher. As the farmers have no storage facilities, the bags are moved at once to the railroad for transportation to the main grain shipping ports. As before stated, the farmers themselves usually do not haul the crop, that being the business of carters, who haul by contract, the price per bag depending upon the distance hauled.

To me the Argentine presents a stimulating and encouraging picture from an agricultural standpoint. Inconceivably large and fertile prairies, as level as a table top, are ideally adapted to agricultural operations. Cattle breeding and raising are in a highly developed position. Probably nowhere else would it be possible to see better bred cattle. Cereal farming also is on a large-scale basis. Those engaged in it seem to have due appreciation of the part modern equipment should have in their operations, which attitude is bound to make the work of both the dealer and the implement salesman more and more successful as well as extremely pleasant.

This sense of efficiency and habit of thinking in terms of large production per operation or man are important elements in making one believe that Argentine agriculture has a great future. Some changes perhaps would bring about more rapid improvement, such as adoption of suitable intensive farming practices, better and more orderly marketing of the crops, provisions for more individuals to own land, and the bringing in of more colonists. However, I was greatly impressed with the present power of the agricultural population of the Argentine to make its low production costs felt in the markets of the world.

and wornout ropes into short pieces chanced to be idle at the time and was pressed into service to yield a bit of temporary balancing power. The machine had a sort of cutter-head built something like that of a wood planing machine, with a 36-inch balance wheel carrying a three-inch round-section rim on a four-inch shaft. The cutter knives were removed from this machine and the journal bearings were re-babbitted and scraped to a fair fit for the shaft journals, which were long and in pretty good condition. There were 18x6-inch tight and loose pulleys on the rag-cutter, which was set up in alignment with the engine pulley and upon the engine room floor directly underneath the engine belt. An old six-inch rubber belt was threaded in between the engine pulley and its belt, and around the tight pulley upon the rag-cutter shaft.

The cutter balance wheel was thus driven at about 640 R.P.M., and the balancing power of the small fly-wheel was evident at once. But the six-inch belt soon showed signs of distress and appeared to be going to pieces. This must be remedied.

There was a roll of new 10-inch belting in the mill and a 12x10-inch pulley was hunted up and placed upon the cutter shaft. The balance wheel was then driven at about 720 R.P.M., and the little balance wheel at its increased speed and with its larger belt held the engine down to an almost steady speed at all points of its stroke. But evidences of undue belt stress were far too plentiful to permit the auxiliary balance-wheel stabilizer being regarded as more than a very temporary makeshift.

Upon arrival of the rough segment castings, they were fitted a bit with a portable, electrically driven grinding wheel which was fixed upon the end of a flexible shaft. The "auxiliary balancer" and its belt were removed, for, as the pulley-drilling and segment-bolting were to be done with the engine belt in place, there was but a small section of the pulley which could be drilled through on account of the engine belt.

One segment having been located and clamped in place, the holes were marked and drilled with a "post hand drill" which had been borrowed from a neighboring blacksmith shop and set up on a radially located timber underneath the engine belt. The holes were drilled and then countersunk to permit the bolts to be driven flush with the pulley-face. With a narrow, rounded cape chisel, a shallow groove was cut in each countersunk hole to prevent turning around of a bolt during the nut-tightening process. The bolt had been previously forged in a special tool made with the same countersink reamer, and treated with the cap chisel so as to cause a lug or fin to be formed in each tapering bolt-head.

A good deal of care was taken that the segments should be equally spaced around the pulley-rim after they had been bolted in place. Pieces of hard wood were then fitted tightly between the turned-in end lugs of the segments. Then, the bolts in these holes were tightened well. No. 2 "Smooth-on" was plastered between the segments and the pulley-rim until the crevices were all filled and a neat rounded corner had been obtained—and the job was done.

#### JOINING STEAM PIPE

While a millwright is expected to be able to work at half a dozen different trades, he should never let slip an opportunity to study the ways in which things are done by skilled workmen. In the matter of joining water pipe—not when screwed or flanged-bolted, but leaded or welded—the millwright may find it very desirable to be able to tear out a line of leaded pipe, possibly across a pond or river, and then replace the line with better or more modern construction. In the matter of tearing out, say, a line of six-inch cast iron leaded-joint pipe, it may be an easy matter to build a wood fire around the pipe joint and thus melt out the lead, but a good blow-torch will do the work quicker and a pair of blow-torches will do the work still quicker. Wood or charcoal placed against the joint and played upon by the torch-

## Hints to the Elevator Millwright

How Some Paper Mill "Wrinkles" May Prove of Service to the Millwright in a Grain Elevator

By JAMES F. HOBART

**W**HEN responding to a call from a neighboring leather board mill—fitted with paper making machinery—Big Bill Davis was guided to the engine room and shown a long-stroke engine which was furnishing power to drive all the machinery from a 12-foot by 16-inch engine pulley, at 60 revolutions per minute. "Uneven power" was stated to be the trouble which was to be remedied. While standing at the paper machines, the unevenness of the power or speed was evident, the machines showing an increase and decrease in speed at each piston stroke.

Mr. Davis was asked to specify a remedy for the unsteady rotative movement of the engine pulley, but was not permitted to investigate the engine performance as he wished by taking a few indicator cards. Neither would the mill owners listen to increasing the engine speed from 60 to 80 R.P.M., thereby increasing the belt velocity from about 2,200 to 3,000, a correspondingly larger pulley to be placed on the main shaft.

The mill management evidently had made up their minds that they wanted weight added to the engine pulley, and nothing else would satisfy them. Accordingly, a wooden pattern of a segment, about 3 by 4 inches in section, was made to a little less than one-sixth of the pulley-rim circumference, and fitted to the inside of the rim in such a manner that six segments would lie around inside the rim, on one side of the pulley-arms, with about one inch of space between the ends of the segments. Internal projecting lugs were arranged in such a manner that the lugs could be bolted together through the space between the segments.

It was suggested that set-screws, instead of bolts be put into the turned-in lugs, but the owners said, "no, the bolts must help restrain the centrifugal force developed in the segments, thereby relieving the pulley-rim somewhat of the extra load imposed by the segments. Just how this was to be effected, Mr. Davis has not yet figured out."

Two holes, each large enough to receive one-inch

rough bolts, were cored in each segment for bolting through the rim. The end-lugs were also cored for similar bolts. The segments were fitted into position and clamped there until the holes had been marked with a round stick which passed easily but snugly through the cored holes in the segments. A small hole was bored in the end of the stick, which after having been carefully white-leaded, was twisted around in the cored hole until white lead showed upon the inside of the pulley-rim where holes were to be drilled. The small hole in the end of the stick marked approximately the center of the hole to be drilled. This point was carefully center-punched for drilling.

It was desirable to drill the rim from the outside on account of the pulley arms being in the way of the drill. A simple tool was made for transferring the holes. A short piece of angle steel was drilled near one end, with a hole into which a center punch would slide without side-motion. A stiff but light spring was riveted to the angle bar in such a manner that the end of the spring could be slipped inside of the engine pulley-rim to hold the angle bar flat against the pulley-face. The thickness of the pulley-rim was about one inch. A point was placed in a hole drilled in the free end of the spring, and located in such a manner that when the point was raised one inch from the angle-bar, the point was exactly central with the hole in the angle-box. To transfer a hole, it was only necessary to slip the tool over the pulley-rim, place the point in a center-punch hole, and then drive a center-punch into the hole.

Owing to repairs which were under way in the local iron-foundry, it was found impossible to procure the cast iron segments at once and they could not be promised under two weeks. The mill management asked Mr. Davis if there was any way of giving temporary relief and the following scheme was worked out and put into operation with considerable success:

A "rag-cutter" sometimes used for cutting old

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flame, will melt out the lead packing in record time.

When putting in the new—and possibly larger pipe—have you observed just how the joint is “yarned” preparatory to pouring in the melted lead? Do you know just how large a rope of oakum to roll smoothly up and tuck into the bell-end of the pipe? When the oakum “yarn” has been pushed into place with a calking tool, there must be body enough of the yarn to prevent lead from running into the pipe, but the “yarn” must not take up so much room in the bell. There will not be room enough for the required two inches of lead-length necessary to furnish the holding-power and may ooze slightly at first. But it is a peculiarity of leadite, that such leaks will invariably “take-up” in a short time if left alone.

Leadite may be melted and poured in much the same as lead or babbitt metal. It is lighter, however, and has a lower melting point than lead. The open end of the pipe “bell” may be “stopped-off” in the manner usually employed in babbetting journal bearings, but one vital point must be observed when using leadite. When steel castings are poured, the mold is built up to a considerable height in order that the liquid steel may have a height, or “head” above the mold, which causes the fluid metal to fill completely every corner and crevice of the mold. The same conditions must prevail when leadite is poured into a pipe joint, and to meet this requirement, a sort of funnel or “gate” is furnished by the manufacturers of leadite, whereby the point of pouring is raised 13 inches or more above the pipe, thus putting a pressure of more than a foot of the liquid metal upon every portion of the joint which is being poured. This treatment, combined with the fact that leadite expands instead of shrinks at the instant of solidification, causes the leadite packing ring to fill the pipe-bell so completely and tightly that no calking then or afterward is required. Pressure may be applied at once. The tall gate or “sprue” is to be cut off after the stop off has been removed from the otherwise open end of the pipe-bell. As already stated, no calking of the leadite is required.

Have you learned how to calculate the amount of lead which should be in the ladle for pouring any joint? The rule is a very simple one. Double the pipe diameter and you know the pounds of lead necessary for pouring any joint. For instance, for a six-inch pipe, there should be 12 pounds of lead in the ladle. For a 12-inch pipe, 24 pounds of lead, etc.

Do you know that moisture in a bell-joint when hot lead is being poured in is as dangerous as pouring babbitt metal under similar conditions? Get all moisture out, and a coating of oil over the metal and the yarn will do no harm and may prevent a “splutter.”

## WINTER WHEAT IN MINNESOTA

Minnesota farmers have been turning to Winter wheat to a surprising degree in the last few years. Ten years ago about 70,000 acres of Winter wheat were grown in that state. This year a crop was harvested from about 201,000 acres, an increase of 187 per cent. Prof. Andrew Boss, vice-director of the Minnesota Agricultural Experiment Station, in commenting on this situation advocates the increased use of Winter wheat, saying:

“If a million acres of Spring wheat were to be replaced by Winter wheat with a consequent increase in yield of five bushels per acre it would give 5,000,000 bushels more wheat to Minnesota farmers than they are now growing. While the Winter wheat sells at a slightly lower price the net gain would amount to \$3,500,000 or \$4,000,000. This is an item well worth considering in the agriculture of Minnesota. Farmers in southern and central Minnesota, who wish to grow wheat, should substitute Winter wheat acreage. The Minturki variety should be given the preference on account of its winter hardiness and its satisfactory milling qualities.”

Two things are responsible he says for the in-

creased use of Winter wheat: Winter wheat matures early enough to escape the heavy damage which often falls upon Spring wheat because of rust epidemics; and the introduction of Minturki Winter wheat has given the farmers a variety which is extremely winter hardy and therefore assures them a good yield.

Winter wheat it is reported gives an average yield of from five to seven and a half bushels an acre more than Spring wheat in Minnesota.

## NEW NORTH DAKOTA ELEVATOR REPLACES OLD ONE

Like most scientific and mechanical advancement, the development of the grain elevator has followed the needs of the grain industry. Few realize the importance of the country elevator in perfecting the marketing system. It is one of those things which seems always to have been with us—at least, those of us who belong to the present generation—and, as such, it gets but little appreciation. It has become a staple part of the country landscape in the West and central part of the United States, and is always to be found in any grain raising community.

Sometimes prosperity follows in the wake of



NORTHLAND ELEVATOR, AMBROSE, N. D.

the elevator and sometimes the elevator follows the development of the country. It is like the hen and the egg; you cannot always be sure which came first, but you can be certain that they go together. Though the railroads represent an important link in the chain of operations involved in marketing grain, the elevators are a medium of just as much importance.

Up in the Northwest you can go but a limited distance in any direction without encountering a grain storage house. The farmer relies on his local elevator, and in turn the elevator management must rely upon him to furnish material with which to work. Among the country elevators doing its share in this vast chain of operation is the Northland Elevator at Ambrose, N. D.

The Northland Elevator Company now has a plant measuring 33 feet in length and 30 feet in width. It is of crib construction and affords storage capacity for 35,000 bushels, divided into 14 bins. A grain cleaner has been provided, to give full cleaning capacity.

The house is electrical throughout, and the current is used both for power and for lighting. The prime mover is a 15-horsepower motor, and altogether it requires three electric motors to take care of the elevator's needs. There is an extra elevator leg for the cleaner.

A 10-ton scale takes care of the weighing re-

quirements, and the plant also has a Strong-Scott Air Dump. Practically all kinds of grain that are prevalent in the Dakotas are handled, and in addition the company also merchandises flour. The elevator has iron siding, and the flour house is in connection with the main building.

The first elevator at Ambrose, N. D., was erected in 1906, but this original house was destroyed by fire. It was necessary immediately to construct a new elevator, and work was commenced as soon as possible, with the result that in April 1927, the present Northland Elevator was ready for operation. It has been in steady use ever since.

## “PLEASE STOP PAYMENT”

The grain merchant had given an order for a new line to an unknown salesman, paid in advance by check, ascertained that he had been victimized, and promptly gave the bank a “stop pay” order. A few days later, the check came in; the paying teller looked up the stop pay orders on file, but looked under the wrong letter, found nothing from the grain man, and paid the check.

“It’s your mistake, and you’re bound to credit the amount back to my account,” the merchant contended.

The teller pointed to a clause in the order, which stated that, “the undersigned agrees to hold the bank harmless for said amount and for all expenses which are incurred by it on account of refusing payment of said check and further agrees not to hold the bank liable on account of payment contrary to this request if same occur through inadvertence or accident.”

“How do you get over that?” the teller demanded.

“I don’t believe the courts will permit a bank to protect itself in advance from its own carelessness,” the merchant contended, sued the bank in the Massachusetts courts, and lost, according to the report of the case in 126 *Northeastern Reporter*, 782.

“Is it illegal for a bank to contract against the negligence of its employes in failing to stop the payment? The word inadvertence in the printed agreement embraces the effect of inattention, the result of carelessness, oversight, mistake, or fault of negligence, the condition or character of being inadvertent, inattentive, or heedless. The word ‘accident’ is used in the sense of a happening of an event without the concurrence of the will of the person by whose agency it was caused. It is manifest the quoted words were intended to exonerate the bank from the kind of negligence shown by the record, and we are unable to see anything illegal, or anything opposed to public policy, in an agreement which relieves a bank so circumstanced from the result of the mere inattention, carelessness, oversight, or mistakes of its employes,” was the reasoning of the court.

## HUNGARY MAKES A CHANGE

The Hungarian Minister of Finance has reduced the revenue tax on corn, barley, oats and other articles from 2 to  $\frac{1}{2}$  per cent.

It is now expected that the Budapest Grain Exchange will be re-established, as the growers and grain dealers in the province will undoubtedly operate on the Budapest exchange in order to evade the revenue tax.

The decree will also facilitate option trading in corn, scheduled to start in September, as it also regulates the question of the revenue tax on corn.

## U. S. WAREHOUSE INSPECTOR NEEDED

An examination is to be held soon after November 1 for an assistant grain warehouse examiner in field service. The salary for this position is from \$2,400 to \$3,000 a year. The duties are to make inspections and reports under the United States Warehouse Act. Applications must be filed with the United States Civil Service Commission by November 1.

# THE AMERICAN ELEVATOR AND GRAIN TRADE



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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., OCTOBER 15, 1927

CORN DIPLOMACY

ANY investigation in Argentina to determine the cost of producing corn in that country for the purpose of comparison by the United States Tariff Commission will be most unwelcome. This has been made clear to officials in Washington, D. C., through the office of Ambassador Pueyrredon. The accountants sent from this country for the corn cost study have not been barred, but the State Department is upset (in a dignified way) lest there be a rupture of the hitherto friendly commercial relations between these two countries. We are not upset but we do not see how there can be enough profit in the proposed tariff boost to warrant running the risk of some type of Argentine retaliation.

The importations of corn from Louis Firpo's native land amount to only 1/25 of 1 per cent of domestic production. The 1/25 of a per cent, of course, can do a lot of damage if it is offered strategically. Yet if it were not sold here, it would be sold abroad in competition with American grain or American-milled corn. Take your choice.

THE CANADIAN CUT

GRAIN handlers along the lakes are logically skeptical in regard to the advantage which Dominion wheat shippers may derive from the drastic grain rate cut on the Canadian National Railroad. There is little hope that any great volume of grain will be diverted from the lake route by this rail tariff reduction.

Lake grain always has an alternative

course, if its export price collapses enroute to the seaboard. That alternative is the tremendous milling capacity at Buffalo and other cities where milling in transit arrangements are convenient.

Shippers of Canadian grain, of course, will be unwilling to commit their grain to northern ports where an accumulation of stocks is only of advantage to buyers abroad. American railroads are waiting to see what, if any, effect the Canadian reductions will have before attempting to match the low rates in this country. Traffic executives on United States lines are almost unanimous in declaring they might possibly approximate such a cut on rail rates here, but that they could not fully meet such a drastic reduction.

There will be no need to.

## THE OMAHA CONVENTION AND ITS REPORT

WE HAVE endeavored to make the account of the Grain Dealers National Association convention, which closed this week in Omaha, a report worthy of its subject. If there is a more complete record of it available anywhere than the one in this issue, we would be interested in seeing it. Its length and the detail involved in it are justified, for the three-day meeting in the Nebraska metropolis was by far the most important convention of the year for the grain trade.

Omaha, this year, as Buffalo did last year, served as a rallying point for opposition to impending legislation adverse to grain dealers. Arbitration activities of the year were summed up, and the loose ends of all association work were gathered in so that the organization might be made ready for the 1928 advance.

Omaha exchange members evidently had read the advance notices for as hosts they fully lived up to predictions. A progressive association would naturally feel at home in Omaha, for progressiveness is the quality which founded and built the grain trade and diversified industry there to the present proportions. Cordiality and hospitality, intangible, cannot be reported as accurately as other parts of the convention. They can be mentioned, however, and will be remembered.

## HAY DEALER WARNINGS

URGED by hay dealers and receivers in various parts of this country, the Government has warned Canadian shippers against sending low quality or poorly conditioned hay to markets below the border. The primary reason for the official cautioning was to stave off imports during a season in which the domestic crop fully meets the home demand. That reason seems not to have received the consideration that has been given the secondary reason. The suggestion of our Department of Agriculture that Canadians should not ship hay without proper curing, pressing, baling, etc., has hit the mark. There is a definite reaction already in the

matter of better methods for preparing hay for market. Hay dealers in the United States would do well to make use of the same advice by which Canadians are profiting.

The most serious complaint in many markets is that northern hay is baled with ice or snow on it, or loaded in rain or snow, causing the bales to open up musty or even rotten. When such shipments get into the warmer climate, with no ventilation in the freight cars, an immediate deterioration sets in. In a car of dry hay a few wet bales will heat and cover the entire inside of the roof and sides of the car where air circulation is possible and cause a large number of the bales which were loaded dry to heat and mould. As a result of many cases of this kind, buyers are cautious in taking Canadian hay, for fear it may be poor when opened up.

One very bad feature about Canadian and other hay has caused many discounts. Pressers do not clean out the boxes, so that quantities of cars come in, not only in Boston, but all through New England, in which there are many bales—sometimes every other bale in a car—with an inch or two of chaff, Clover leaves and broken stems, pressed into the sides of the bales. This injures the sale of hay materially.

Other handicaps which the shipper imposes on his product are due to heavy pressing, baling in uneven weights and shipping bales of a size not desired. Small bales (17 by 22 press) appear to have the preference in Philadelphia and southern points, while the New York and Boston markets prefer to take the largest bales (upright press). The small bales should run from 120 to 140 pounds in weight; 125 pounds is considered a good average. The Philadelphia market is accustomed to a 120 to 125 pound bale, and shippers to the Chicago market should use 14 by 18 bales, weighing in the neighborhood of 80 to 90 pounds, as this weight sells to better advantage than the heavier bales in that market.

## MARKET WRITE-UPS

A FRIENDLY competitor of ours, whose publication has carried a sizeable account of a certain grain market, relates that owing to the last minute insertion of a cut for that story, one short paragraph had to be deleted. The wrath of the gods was not long in descending. In that paragraph had been the names of several grain firms whose office representatives in due course noticed the omission; scathing rebukes forthwith were clicked off to the unsuspecting editor. Almost a duplication of that incident occurred about the same time in this magazine, the only difference being that we had not quite as good an excuse to offer as did our competitor.

All of which we regret. Yet we cannot but note, in passing, that the whole matter has stimulated our confidence in the power of the grain trade press. Terminal marketers, like other grain men, are modest as a class, and the reaction of many of them to the suggestion of a market write-up, is

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one of indifference. Some, of course, are frank in welcoming publicity for their exchange. Others are good actors, and their apparent coolness or lack of enthusiasm for publicity, we admit, has been disconcerting at times.

An unintentional omission of their names, though, may transmute indifference, it seems, into grave concern. Grain men, we take it, are too busy to protest against what is said or not said in publications that have no influence. And as a sage once said, *vice versa*.

## EDITORIAL MENTION

The heavy volume of soft corn this fall will prosper the commercial feed trade of elevators in all districts affected.

Farmers come to the elevator having up to date equipment. A modern feed grinder may add 10 miles to your trade radius.

If growers sow rye-mixed wheat seed, they should not complain about selling the resultant crop to the dealer at a discount.

Three million bushels a day is the grain handling capacity of Montreal, and if foreign buyers insist, say traders there, the port can break its own record.

Omaha as a grain dealers' convention point has given the 1928 convention city a high mark to shoot at. But they will have several months in which to take aim.

Our next grain futures market may be in connection with the proposed Atlanta cotton futures exchange. Propaganda for it already has passed far beyond the preliminary stage.

National Fire Prevention Week is just closed but the season for great fire hazards in elevators has only begun. Heating systems in action double the fire hazard in many plants.

The difference of 100,000,000 bushels between the last two official reports on the Canadian wheat crop suggests to us that what the Dominion needs is a small group of first class private estimators.

Rice growers of three southern states are selling their export surplus by the pool plan. This method has its usual defects, but credit is due the rice holders for not asking the Government to do this difficult job for them.

Engineering counsel employed by the Canadian Government, declares Port Nelson would make a poor grain port for the Hudson Bay Railway. The \$6,000,000 spent on this port can now be charged to the profit and loss account.

Although it often happens that in high protein wheat the berries are shrunken, in the wheat obtained after applying nitrates at

heading time, the berries are plump enough to suit any mill buyer. Another advantage of this nitrate treatment developed by the Department of Agriculture, is that it prevents the Winter wheat menace of yellow-berry.

Hay in an elevator company's warehouse creates a fire hazard far more serious than grain. If the hay is green or wet, the danger is more pronounced than when it is dry as tinder. Exposure fires are far easier to control than the spontaneous combustion of a bale out of sight in the center of the pile.

Forty-one cars of corn but only a 19-dollar claim were involved in a weighty case recently decided by a G. D. N. A. arbitration committee. Flipping a coin would be a much simpler trial method for a \$20-controversy and there would be no costs of arbitration. (This should get a rise.)

Loss of a St. Louis elevator in the recent tornado serves to remind the grain trade that the Mississippi Valley has had this year the most severe punishment in its history. Reconstruction, however, as usual establishes a more reliable foundation than ever and the loss in grain and trade soon will be rewon.

Unless receipts show a sharp increase, rye seems bound to work into a tight situation. Terminal stocks on October 1, were 2,815,000 bushels, of which one-half was held in Duluth houses. The greater part of this already is supposed to be sold for export, shipment to be effected before the close of navigation.

A loyal Kansas wheat booster is in Antwerp, reports the Associated Press, parading the streets with a basket of bread baked from Kansas wheat flour. As he gives out samples to the Belgian pedestrians, he advertises the bread's origin. His campaign might be more of a success if he spoke something other than English.

In spite of the recent tendency to sag on the part of wheat and corn prices, grain growers and farmers generally should feel encouraged this season. The general level of farm prices advanced during last month from 132 per cent of the pre-war level in August to 140 per cent in September. This eight-point advance is the largest gain in a single month since May 1919. At 140, the index is six points above the September mark a year ago. For the rise farmers may thank the advance in barley, rye, hay, cottonseed and five farm produce items.

S. P. Sloan, Jr., president of General Motors Corporation, the earning power of which is greater than any other enterprise in the world, has given the usual answer of "hard work" to interviewers in quest of rules-for-success. It is interesting to note, however, that this answer was preceded by the other suggestion of "proper accounting." For small and large units of business, accounting is a recognized requisite, and popularity of

such surveys as now are being carried on by the University of Minnesota, testifies to the widespread attention the subject is receiving. The elevator costs survey, condensed into "Efficient Operation of Local Elevators" injects fresh material of value into an old topic.

"Substantial progress" has been made, reports the Federal Trade Commission, on its inquiry into co-operative marketing and into "the extent and importance of interference with and obstruction to the formation and operation of co-operative associations." Substantial progress is not too much to expect, as the inquiry was ordered by the Senate just two years and five months ago.

An illustration of what a co-operative marketing pool may accomplish in the way of obtaining goods on the installment plan is contained in a report from Lexington, Ky. Checks for a total of \$6,000,000 on 25 grades of the 1924 crop were mailed last week to members of the Burley Tobacco Growers Co-operative. The other 29 grades were paid for in April, 1926. Instances at least comparable to this are numerous in grain pool history. Were independent dealers to attempt such a deferred payment policy, court action would be a foregone conclusion.

**STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,**  
of AMERICAN ELEVATOR AND GRAIN TRADE, published monthly at Chicago, Ill., for October 15, 1927.  
County of Illinois }ss.

Before me, a notary public in and for the State and county aforesaid, personally appeared A. J. Mitchell, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the AMERICAN ELEVATOR AND GRAIN TRADE, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.

Editor, Richard Pride, 3523 North Racine Ave., Chicago, Ill.

Managing Editor, Richard Pride, 3523 North Racine Ave., Chicago, Ill.

Business Manager, A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

A. H. Mitchell, 4818 Dorchester Ave., Chicago, Ill.

John W. Mitchell, Washington, D. C.

M. B. Mitchell, Ottawa, Ill.

Estate of John E. Bacon, Illinois Merchants Trust Co., Admr., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is: (This information is required from daily publications only.)

A. J. MITCHELL,  
Business Manager.

Sworn to and subscribed before me this 26th day of September, 1927.  
(SEAL)

W. F. WARRICK,  
(My notarial commission expires May 8, 1928).

FRED MAYER  
Toledo

# NEWS OF THE TERMINAL MARKETS

ED. K. SHEPPARD  
Indianapolis

## TRANSFER OF CHICAGO ELEVATORS

The Rosenbaum Bros., grain commission merchants on the Chicago Board of Trade, have bought the Calumet Elevators "A", "B", and "C" from the Bartlett Frazier Company of Chicago. The elevators have a capacity of 3,400,000 bushels and are considered the best of the old time grain elevators in the Calumet district. They were built by W. H. Bartlett and F. P. Frazier and have been leased to the Bartlett Frazier Company.

The Rosenbaum company has for years operated grain elevators in the Chicago district and also has a large elevator at Toledo.

## WINNIPEG ELECTION

At the annual meeting of the Grain Exchange of Winnipeg, Man., E. W. Kneeland was elected to the presidency. Mr. Kneeland is manager of the British American Elevator Company, Ltd., Winnipeg. J. A. Crowe and W. A. Murphy were elected vice-presidents; N. J. Breen, R. T. Evans, C. C. Fields, J. C. Gage, Henry Gauer, C. H. Lehman, D. C. MacLachlan, A. C. Michael, R. W. Milner, A. C. Reid, A. Thomson and A. P. White, members of the council. C. E. Eggleston, R. T. Evans, F. O. Fowler, Jas. Stewart, A. Thomson, C. Tilt and A. P. White are members of the Committee of Arbitration; N. J. Breen, John Fleming, J. C. Gage, A. K. Godfrey, W. E. Reid, J. A. Richardson and S. T. Smith, Committee of Appeals.

## SEATTLE ADOPTS NAME "GRAIN EXCHANGE"

The name Merchants' Exchange Clearing House, by which the Seattle wheat pit has been known since its opening trade on May 1, 1926, has often been confused with the Seattle Clearing House Association. The latter organization is the clearing house of the Seattle banking fraternity, and of course has no connection with the local wheat exchange.

To eliminate this confusion, and to more clearly identify the futures market with its real objects and purposes, the Board of Trustees at a recent meeting with the unanimous approval of the membership, selected the name "Seattle Grain Exchange." The name "Seattle Grain Exchange" became effective, Saturday, October 1.

## NEW POWER TO COMMITTEE

New power was granted the Business Conduct Committee of the Chicago Board of Trade recently when the Directors of the exchange adopted a resolution permitting the committee to demand information regarding open trades from non-member commission houses.

"The Business Conduct Committee will in future demand information regarding open trades and names of customers from non-member commission houses in like manner as such information is now demanded of members of the Board of Trade, whenever such action is deemed necessary," says the resolution.

"Whenever a non-member commission house fails or refuses to furnish the Business Conduct committee with the information requested then the committee shall direct all clearing members to accept no business from such non-member commission house until such prohibition is withdrawn."

"Any clearing member after receiving such instruction from the Business Conduct Committee who shall accept new business from such non-mem-

ber commission house shall be deemed guilty of conduct which is calculated to impair the good name of the Board of Trade."

The work of the committee, appointed two years ago to anticipate and prevent market emergencies, has been highly effective, but on a few occasions difficulty was encountered in getting information from non-members. This recent action, officers said, eliminated the obstacle.

## JOHN SARGENT PILLSBURY

By ALBERT W. MORSE

When John S. Pillsbury, first vice-president, Pillsbury Flour Mills Company, was elected president of The Chamber of Commerce of Minneapolis on October 6, 1927, it was the first occasion upon which the third generation of direct lineal descent was so recognized. His father, Charles A. Pillsbury, was president of the Chamber from 1892 to 1894, and his grandfather, George A. Pillsbury, was

sin Central Railroad, and Atlantic Elevator Company.

Social benefit and religious work are an important part of his activities. He is vice-president and director of the Council of Social Agencies, which embraces every recognized organization which has for its purpose the betterment of social conditions in Minneapolis. He is trustee of Pillsbury Settlement House, and is chairman of the Board of Trustees of Plymouth Congregational Church, Minneapolis.

Mr. Pillsbury is a member of Minneapolis Club, Minneapolis Athletic Club, Lincoln Club of Minneapolis, various country clubs of Minneapolis, Chicago Club, Racquet Club of Chicago, University Club of New York, and Links Club of New York.

On December 5, 1911, Mr. Pillsbury married Eleanor Lawler, daughter of Mr. and Mrs. Edmund Pennington of Minneapolis. They have four sons and two daughters, ranging from six years to 15 years of age.

## GOOD PROSPECT FOR FEED GRAINS

The trade in oats in this market is practically at a standstill at the present time. There are hardly enough oats arriving from country points to make a market and on the other hand, the consuming territory in the East is using up home grown crops which were of fair size this year both of oats and barley. What few oats are arriving are selling more on test weight than on grade. Anything testing 32 pounds or better meets with a ready demand, but the lighter test oats are a slow sale.

Corn is holding very firm in price, with local stocks being reduced daily and the prospects are for a continued reduction in the visible supply for several weeks to come. With feeding in the East on a very profitable basis, a steady consumption of corn is looked for as soon as cold weather sets in, and the prospects are for a good demand in this market during the winter months.

There is practically no trade in Winter wheat at present. Shipments from the Northwest by lake are increasing and millers are taking hold more freely. Considerable Durum wheat is being worked to this market to the feeding trade as this grade of wheat is selling this year nearly 20 cents per bushel under Winter wheat, grade for grade, and large quantities of it will be used this year for chicken feed.—J. G. McKillen, Inc., Buffalo, N. Y., in letter of October 10.

## ILLINOIS CORN STILL UNCERTAIN

Plenty of rain, moderate temperatures and a few light frosts of no serious consequence, were features of the past week of fall weather. Water stood in many fields and on the great majority of farms, soils were too wet to permit of further work pertaining to the seeding of wheat, but from present indications this work will become general again very shortly.

Just a little more corn has arrived over the wagon scales at country elevators recently; should crop weather prove favorable one might expect, as per usual at this time of year, an increasing volume of such receipts.

The sentiment seems to prevail at market centers, that the major portion of the acreage in the great corn growing states has gotten beyond danger from Jack Frost, but our guess is that every additional day of good weather with which central Illinois



JOHN SARGENT PILLSBURY

president of the Chamber from 1883 to 1885. The organization was formed in 1881.

John Sargent Pillsbury was born on December 6, 1878. He was educated in the public schools of Minneapolis, and he graduated from the University of Minnesota in the class of 1900. Immediately following graduation, he entered the employ of Pillsbury Flour Mills Company, and devoted four years to learning the rudiments of the business. In 1905 and 1906, he spent a year traveling through the Orient and going around the world on business and pleasure. The next few years Mr. Pillsbury spent largely on the road, at first selling flour to the smaller trade in the West, and then selling to the large trade in the East. This manufacturing and selling experience prepared him for the executive management of the business, and in 1909 he became a director and treasurer of Pillsbury Flour Mills Company. Two years later he was elected vice-president, with supervision of sales, and at the present time he is first vice-president.

Large business interests of Minneapolis and of other communities, in addition to Pillsbury Flour Mills Company, have secured the benefit of Mr. Pillsbury's counsel by placing him on their executive boards. He is at present a director of the Northwestern National Bank, Minneapolis, Minnesota Loan & Trust Company, Minneapolis, Wisconsin,

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is favored this month will each produce an added quota of merchantable corn. Probably 30 per cent of our fields here could stand a freeze without damage and maybe 50 per cent would come through a light frost all right, but the last half of the crop seems to be in most all stages of growth from roasting ears up.

We have seen today some fine samples of well matured corn, also a well matured ear and one in the milk or dough stage grown not 10 feet apart, and understand that this condition is a common one. So, here's hoping for some more good weather, while the farmer in any event will brace himself for the hard job of separating the good from the bad at shucking or shelling time or both.

Our crop of pigs is a large one and will consume lots of grain this winter. Many stored oats are still in the sweat; offerings are very light and spot prices firm.—*Letter of October 8, from H. I. Baldwin & Co., Decatur, Ill.*

## RICE TRADERS MOVE

New Orleans receivers of rough rice, who have for about 20 years sold their product on the Board of Trade, offered their rice for sale on the Louisiana Rice and Sugar Exchange beginning October 1. E. A. Rainold, vice-president of the Sugar Exchange, stated that receivers have definitely decided to move to the Sugar Exchange, and expect that the buyers will follow.

The plan to move the spot rice market from the Board of Trade to the Sugar Exchange, Mr. Rainold said, was prompted by several motives. It will be more convenient for receivers of rough rice, most of whom also receive sugar, he said.

Further, the futures rice market is presently located on the floor of the Sugar Exchange. Most of the rice receivers have offices nearer the Sugar Exchange than the Board of Trade. Years ago the rice market, both spot and futures, was located at the Sugar Exchange, hence the name Louisiana Rice and Sugar Exchange.

## MINNEAPOLIS ELECTION

John Sargent Pillsbury, first vice-president of Pillsbury Flour Mills Company, was elected president of The Chamber of Commerce of Minneapolis at the election held on October 6, 1927. Others chosen at that time were George P. Case, president, Johnson, Case & Hanson, Inc., second vice-president; A. F. Owen, Cargill Elevator Company, Frank J. Seidl, president, Stuhr-Seidl Company, James C. Wyman, president McDonald & Wyman Company, George K. Labatt, treasurer, St. Anthony & Dakota Elevator Company, elected directors for two years; F. Carleton Smith, secretary, Minnesota Linseed Oil Company, elected director for one year; Asher Howard, grain merchant, E. S. Ferguson, vice-president and secretary, Atlantic Elevator Company, and F. B. Carr, secretary-treasurer, Hallet & Carey Elevator Co., elected members of the Board of Arbitration for two years; Clyde G. Williams, Brown Grain Company, John A. Mull, secretary, Central Elevator Company, and Paul C. Rutherford, Van Dusen-Harrington Company, elected members of the Board of Appeals for two years. William J. Russell, vice-president, Gregory-Jennison & Co., and Powers Elevator Company, automatically became first vice-president of the Chamber. Terms of office begin on October 17, 1927.

## VOLUME OF GRAIN FUTURES TRADING IN SEPTEMBER

While the total trading in grain futures on the Chicago Board of Trade was less in September than in the previous month, it was considerably more than in September a year ago, according to the figures of the Grain Futures Administration. The figures for the three months are: September, 1927, 1,620,183,000 bushels; August, 1927, 1,817,508,000; September, 1926, 1,380,767,000. The September total of this year was divided among the various grains as follows for the purpose of comparison the August figures for each grain being given in parenthesis: Wheat, 699,249,000 bushels (958,-

235,000); corn, 787,448,000 bushels (671,864,000); oats, 89,585,000 bushels (141,481,000); rye, 43,901,000 bushels (49,928,000).

The average open contracts in futures on the Chicago Board for September, "short" side of contract only, there being equal volume on the "long side", were: Wheat, 80,043,000 bushels, compared with 102,235,000 bushels a year ago and 82,883,000 in August; corn, 69,773,000 bushels, as against 46,780,000 in September, 1926 and 82,329,000 in August; oats, 35,944,000 bushels, compared with 46,899,000 a year ago and 30,221,000 last month; rye, 10,645,000 bushels, as against 12,814,000 in September, 1926 and 11,163,000 in August of this year. The total of all open trades in September was 196,405,000 bushels.

## AN OLD FIRM DISSOLVES

The dissolution of an old grain firm is a matter of regret unless the separation of business interests promises to benefit all concerned. This seems to be the case with the St. Louis firm, the Martin & Knowlton Grain Company.

Only a year ago George C. Martin, one of the partners, served as president of the Merchants Exchange, and he has a great many friends in the market and also outside, friends who have done business with him for years.

To continue those associations Mr. Martin will



GEORGE C. MARTIN

continue in the grain business at 125 Merchant's Exchange, as The Geo. C. Martin Company, and will be glad to see all of his old friends at that address, or handle their grain commissions as in the past.

## ARRIVALS LIGHT IN PEORIA

There was no business of consequence done here in wheat during the last month. This is not a large wheat market and the few cars that come this way can usually be handled at values equal to Chicago or St. Louis.

Early in the month of September we had good big receipts of corn and during the latter part of the month very light receipts not only at Peoria but in all primary markets. The situation in corn has been very much unsettled as everybody knows. Now our arrivals have increased considerably but are still below normal. It looks, however, as if the farmer would sell his corn now and that the arrivals here would be very much better than they have been. The growing crop has reached this date without frost to injure it. It is certainly maturing and it looks as if 5 to 10 days more would put practically all of the Illinois corn out of the frost danger. Some of it will be soft but there will be plenty of it that is of good quality. Our judgment is that Illinois will produce 75 per cent of the usual crop which should give us something like 225 million bushels. The Government report will doubtless increase their last estimate and if we should have a crop approximately equal to last year it certainly looks to us as if values would reduce somewhat. The daily requirements of the local industries at Peoria are approximately 75,000 bushels. We look for good relative values here as compared with other markets from day to day. There is always a good demand here for No. 5 and lower grades including all sorts of sample grades. Prices

here on the low grades are usually better than any other primary market.

The movement of oats from country points has been exceedingly light everywhere. There is no question about the total crop being rather light. Farmers and country dealers seem to hang onto what they have. Spot values are chasing the futures very sharply and it is only guess work to say what the future may bring worth. We would think that the movement should increase somewhat. A good many more oats than have been coming to Peoria could have been sold here at prices fully up to other markets.

There is very little demand for barley and none at all for rye.

We are always glad to hear from parties who are not familiar with the Peoria conditions and we can give them all of the information they will need about the Peoria market.—*P. B. & C. C. Miles, Peoria, Ill., in letter of October 10.*

## CORN AND WHEAT RECEIPTS LIGHT

Receipts of wheat have been very light in this market, you might say almost nothing. This is not surprising as very little wheat was raised in this territory last year, and those that have a little good wheat on hand, are holding for higher prices.

The growing crop is looking fine. We have had quite a little rain lately and all the wheat that was put in has come up fine. While there is quite a little bit yet to be planted, the soil is now in excellent condition to receive the same and the acreage planted no doubt will be considerable more than last year. We do not look for wheat to sell much lower unless prices of other commodities are going to sell considerably lower.

Receipts of corn were very light up until the last few days, as most farmers were busy planting wheat, and then we had rainy weather for about a week so that the farmer was unable to shell. However, the weather now is better, and we look for receipts to pick up considerable, and prices to be on the down grade. All corn that has arrived here has been selling well in line with other markets, in fact, the poor corn is bringing better prices than other markets right along.

The Government report out today on the corn crop for this year making it 2,603,000,000 is only slightly less than the 1926 crop, and we believe with good weather for another 10 days, the next Government crop report will show that we have raised more corn than we raised last year, and there is going to be considerable less of badly damaged corn on this crop than there was on the last crop. Crop experts have been trying to freeze out this 1927 crop every month beginning last June and it is now October and we still have no frost which has damaged the corn in any way.

Oats receipts have been better for the past month than they were the month before. As the farmer sees his crop of corn maturing, he no doubt is selling out a few of his oats. We do not look for any heavy movement of oats as oats feeding for hogs in the past three or four years has increased considerable and it nets the farmer considerably more than shipping oats to the market. We believe that the oats prices will gradually advance. The oats that have arrived here have been selling at prices which were better in most cases than all other markets, in fact, Peoria is as good a market on all grains as can be found.—*Mueller Grain Company, Peoria, Ill. Letter of October 10.*

## CORN CROP ESTIMATE

R. O. Cromwell, statistician for Lamson Bros. & Co., Chicago, has some interesting observations on the corn crop in his estimate of October 1:

"The condition of corn is 72.0 per cent of normal, compared to 69.7 official last month. Indicated production is 2,548,000,000 bushels, compared to our 2,500,000,000 estimated last month and an official of 2,457,000,000. Last year 2,647,000,000 bushels were produced. By leading States indicated production in million bushels follows: Ohio 105, Indiana 109, Illinois 217, Minnesota 97, South Dakota 123, Iowa 363, Missouri 165, Nebraska 275, Kansas 166.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Sixth Year

"Estimates are based upon killing frost on an average date at those points where average killing frost occurs after the current date. The per cent of crop now safe by sections is as follows: Nebraska 90, Kansas 97, Missouri 68, Iowa 56, Illinois 46, Indiana 52, Ohio 64. The best 40 per cent of the crop from Iowa to Ohio promises a much better quality at this time than last year. The poorest 30 per cent will have the lowest feeding value of any similar amount in recent years. Dry, windy weather and light frost is desired in the central belt.

"Close observers know that gradually increased average corn yields per acre in the belt for the last 15 years have been at the expense of quality. By selection of seed to produce smaller plants, ears, and yields, and the accompanying earlier maturity, the farmer, in our opinion, can do more towards solving the frequent corn surplus and too low net profits per acre problems than by any other method."

## H. H. NEWELL IS DEAD

On October 2, Harry H. Newell, vice-president and general manager of the Rogers Grain Company, Chicago, Ill., died at his Plaza Hotel residence in



Chicago, Ill., aged 61 years. Funeral services were held at Princeton, Ill., October 4.

Mr. Newell entered the grain business as a boy of 16 and after preliminary training in a grain firm office, he represented the Middle Division Elevator Company, Bloomington, Ill. Following that connection he became associated with the Rogers Grain Company in charge of a line of over 50 elevators, his headquarters still being in Bloomington. This post he held for many years but after developing his territory's business into a great success, he came to Chicago and in 1919 took over the Rogers Bros. Grain Company.

He joined the Board of Trade in 1905 and was elected to the directorate in 1915, serving in that capacity for three years.

Mr. Newell had always been actively associated with the grain dealers organizations and at one time was president of the Grain Receivers Association on the Chicago Board of Trade.

His widow survives him.

## PREMIUMS HIGH IN CINCINNATI

Receipts of grain into Cincinnati have been very light the past week, while at the same time we have had a small demand for all grains.

Most of the wheat put away at harvest time in this market has been sold. The stocks of corn and oats are very low. Naturally under these conditions the cash premiums are very high.—Recent letter from The Early & Daniel Company, Cincinnati, Ohio.

## DRAFT CASE SETTLED

The controversy between the Kellogg-Huff Grain Company, St. Joseph, Mo., and the Taylor Grain Company, Omaha, Neb., has been settled in favor of the latter concern by Arbitration Committee No. 2, of the Grain Dealers National Association. A shipper at Tabor, Iowa, had consigned three cars of corn to the Missouri firm, but drew drafts on the Omaha house. An overdraft developed on two of the cars, and the dispute thus was precipitated.

The Taylor company paid the drafts and re-drew for the exact amount on Kellogg-Huff. The case originated almost two years ago.

## FUTURE TRADING ON THE DECLINE

The business of grain futures on the New York Produce Exchange has been disappointing. In September future sales of wheat amounted to only 4,390,000 bushels, and an even smaller turnover is expected for October. Trading in futures in all markets is less than last year, the percentage of decline at New York is, however, the outstanding feature of its trading returns. The trading volume never reached 30,000,000 bushels in one month, but

for some time held steadily around 13,000,000 bushels.

The narrowness of the local market, the exchange of stock market and grain market business between Chicago and New York houses and many more reasons are assigned for the stagnant state of the New York wheat pit. The determination to see it through is, however, shown on all sides, and its members believe that the means will yet be found to enable it to thrive on the natural advantages which they all feel it possesses beyond all question.

## GOOD DEMAND AT DULUTH

With few exceptions since our crop started to move, there has been a very good demand for all country arrivals. Discounts on the low grades have been smaller than usual so as a result returns have been very satisfactory.

Oat receipts to date have been practically nil. Our total grain receipts each day for the past month have been running well over 1,000 cars. At no time during that entire period have we had more than five or six cars of oats, and most of the time two and three cars. Advices from the country would indicate that very few oats will be shipped out this year.—*White Grain Company, Duluth, Minn.*, in letter of October 11.

## INDIANAPOLIS BUSINESS GOOD

We have had a nice run of grain during what is ordinarily a fairly dull season. This is particularly true of corn. There is a good demand and it is selling well in relation to the option. We are like most every other market, however, in that a very small per cent of our receipts grade No. 3, with the result that there is a nice premium obtainable for good No. 3 corn.

We have had a fair run of oats. The price is holding reasonably steady and there is a good demand which we look to continue.

While our wheat receipts have been very light we are receiving some good quality Soft Red Winter wheat and yesterday No. 2 Red wheat sold at the highest price in relation to the option that it has sold for so far this year.

With the favorable weather we are having for corn, we are rather inclined to look for an increase in old corn receipts.—*Cleveland Grain & Milling Company, Indianapolis, Ind.*, letter of October 11.

## CHANGES IN MEMBERSHIP

*Chicago.*—The memberships of the following on the Board of Trade have been transferred: Charles F. Roberts, Kenneth E. Womack, James Frazier, John Range, Est. Wm. Rosenbach, Francis J. Pullein, Alex McCallum. The following have been admitted to membership: John J. Loftus, Raymond P. Whipple, Irving S. Stroock, John F. Ince, Horace S. Gumbel, Jr., John Powell Crebs, Herbert S. Easton. Jas. R. Bush was suspended for insolvency.

*Duluth.*—A new member on the Board of Trade is W. C. Field of the W. C. Field Company of New York.

*Milwaukee.*—Herbert J. Atwood has been elected to membership in the Chamber of Commerce.

## AN INTERNATIONAL SHOW

The ninth International Grain & Hay Show will be held at Chicago from November 26 to December 3 as a department of the world famous International Live Stock Exposition. This annual exhibition of over 5,000 samples of grains, small seeds and hay has grown to be the largest show of its kind and has become a powerful factor in the improvement of the commercial grains of the United States and Canada.

Twenty-two different crops will compete in the various classes this year. To encourage Canadian exhibitors, the provincial governments, railroads and companies interested in grains are offering a rich series of special awards for the best Canadian samples at the show. From far away New South Wales are coming samples of wheat which have won in the leading contest here.

In connection with this show there will be held

an inter-collegiate crops judging contest between teams of students who are specializing in the study of grains.

Entries may be made, without charge, up to November 10.

## TERMINAL NOTES

W. L. Gibson has left the Barnes-Ames Company of New York, N. Y., and is now with the National City Bank.

The N. Bawlf Grain Company has transferred S. E. King, who was formerly at Calgary, Alta., to Winnipeg, Man.

A branch office has been opened at Beverly Hills, Calif., by Logan & Bryan, grain commission firm of Chicago, Ill. It is located in the Beverly Hills Hotel.

A Buffalo office has been opened in the Chamber of Commerce Building by the Sheffield Elevator Company of Minneapolis, Minn. Harry H. Richardson is in charge.

To deal in grain in the district northwest of Edmonton, Alta., the Grand Prairie Grain Company has been incorporated. The capital stock of the company is \$50,000.

Gerstenberg & Alsberg, grain dealers on the Chicago Board of Trade, have dissolved and R. A. Gerstenberg and Louis Alsberg are each registered for his own account.

Albert K. Tapper is now a member of the Transportation Committee of the Boston Chamber of Commerce. Mr. Tapper is president of the Boston Grain & Flour Exchange.

At the annual meeting of the Fort William-Port Arthur Grain Exchange, D. L. Bole was elected to the presidency; James Murphy, vice-president; and A. D. LeMay, secretary.

The Board of Grain Commissioners, Winnipeg, Man., has decided to make no change in elevator charges for the year commencing September 1 and ending August 31, 1928.

W. M. Sloan has resigned as cash grain salesman for the B. C. Christopher Grain Company of Kansas City, Mo., and will take a year's vacation. He has been ill for about two months.

At the annual meeting of the Canadian Chamber of Commerce at Vancouver, B. C., Robert McKee was elected vice-president. Mr. McKee is a well known grain merchant of Vancouver.

Effective October 1, the fee for out-weighing grain from mills and elevators by the Department of Weights and Samples of the St. Louis Merchants Exchange, was increased to \$1 a car.

Horace S. Gumbel and Raymond F. Whipple have been taken into partnership by the Farrol Bros., grain commission merchants of Chicago, Ill. This took effect on September 15.

The name of the Broker-Lydiard-Hatch Company of Minneapolis, Minn., has been changed to the Broker Grain Company with Henry W. Broker, president, and Rose M. Broker, secretary.

Thomas M. Logan and William R. Logan were suspended from the St. Louis Merchants Exchange on September 23 pending investigation of the financial condition of the Logan Grain Company.

It is estimated by members of the Vancouver Merchants Exchange that 80,000,000 bushels of grain will move through Vancouver this season to Europe. The crop in Alberta is 175,000,000 bushels.

Fred L. Jeklin is again general manager of the National Grain Growers Association. He is vice-president of Brown-Jeklin & Co., Seattle grain and millfeed firm, and retains his interest in this company.

Ray T. Willette has resigned as secretary of the Atchison Board of Trade and Atchison Chamber of Commerce and has accepted the position of secretary with the Kansas City, Kan., Chamber of Commerce.

An interpretation of the commission rules for handling grain of the St. Louis Merchants Exchange has been given by the Rules Committee which says that all commission charges to mem-

bers of the exchange shall be three-quarters of the commission rates to non-members, unless the parties interested specify and agree to a higher rate at the time transactions are made.

Those attending the foreign trade convention at Victoria, B. C., on September 15-17, appointed J. S. Patterson, manager of the Portland Merchants Exchange, as trade advisor on Pacific Coast grain export business.

Lloyd Craig, manager of the Vancouver, B. C., interests of the Richardson Grain Company and a chairman of the Vancouver Grain Exchange has been elected to the presidency of the Vancouver and District Football League.

C. S. Hopper of Kansas City, Mo., is now manager of the Hutchinson, Kan., office of the Goffe-Carkener, Inc., succeeding M. B. Hitzeman. Mr. Hitzeman will be connected with B. C. Christopher Company at Hutchinson as operator.

The wholesale grain and seed business of R. P. Spratt at Toronto, Ont., Canada, has been bought by Hogg & Lytle, Ltd., of Toronto. Mr. Spratt is disposing of his business owing to ill health. He has been in the grain and seed business for 45 years. E. G. Lytle will be in charge of the business.

C. H. Kenser is now manager of the cash merchandising department of the Bruce Grain Company of Kansas City, Mo. He was connected with the Plant Milling Company of St. Louis until recently. Mr. Kenser was wheat buyer for the Midland Milling Company, Kansas City, and also with the General Commission Company.

The Stratton Grain Company has been organized at 208 S. LaSalle Street, Chicago, Ill., with Harold M. Stratton, president; Orrin S. Dowse, vice-president; and Henry G. Campbell, secretary and treasurer. Mr. Stratton, who was formerly registered for the Donahue-Stratton Company on the Chicago Board of Trade, is now registered as president of his own company.

A registry has been provided for Vancouver, B. C., for certifying grades on the warehouse receipts of privately owned elevators. Similar service is provided for the public houses by the Board of Grain Commissioners. The rules adopted by the Vancouver Grain Exchange are similar to those in effect in Winnipeg. Frank Davies has been appointed registrar with offices in the Grain Exchange Building.

The following discounts have been adopted by the Merchants Exchange of Portland, Ore., applicable to wheat graded "treated" and "sample" on account of kernels: Wheat graded "treated" on account of cracked kernels, 5 to 10 per cent, three cents per bushel; wheat graded "sample grade" on account of cracked kernels, 10 to 15 per cent, eight cents per bushel; over 15 to 20 per cent, 12 cents per bushel; over 20 to 25 per cent, 16 cents per bushel.

At the annual meeting of the Alberta Pacific Grain Company, Ltd., Calgary, Alta., the entire Board of Directors were re-elected consisting of James Stewart, Winnipeg, F. W. Riddell, Calgary, J. C. Gage, Winnipeg, A. C. Michael, Winnipeg, C. W. Bond, Toronto, and D. A. Campbell, Toronto. A. F. Culver, Montreal, was elected to serve on the Board. The Board then re-elected James Stewart, vice-president, and the following were re-appointed: F. W. Riddell, managing director; Cecil Lamont, secretary; Alexander Cameron, treasurer.

The following are new trustees of the Vancouver Merchants Exchange elected at the recent meeting: Lloyd Craig, Ray E. Lee, Robert McKee and W. A. Whetmore. The following were also elected to office: Shipping—J. C. Irons, B. L. Johnson, R. F. Mather and C. A. Prowse; Grain—W. L. Craig, Ray E. Lee, Robert McKee and A. W. Whitmore; Lumber—R. D. Williams, and H. F. G. McConville; Fish Packers—G. A. Birks and T. W. B. London; General-Capt. David Baird, G. V. Holt and B. G. D. Phillips. J. E. Hall is the retiring president.

With offices in the Merchants Exchange Building, St. Louis, Mo., the Knowlton Grain Company

has been organized by P. C. Knowlton. Mr. Knowlton has been in the grain business there for 10 years and was formerly with Martin-Knowlton Grain Company which has recently been dissolved.

A. E. Bazan is now assistant traffic commissioner of the St. Louis Merchants Exchange. Mr. Bazan was formerly traffic commissioner for the Wichita Chamber of Commerce. E. P. Costello is at the head of the St. Louis Merchants Exchange traffic department.

Logan & Bryan, grain commission merchants, and the oldest tenants of the Chicago Board of Trade Building, have moved to the Bankers Building, Clark and Adams Streets, Chicago. The company was organized half a century ago and has been in the Board of Trade Building since it was built in 1885. This company has recently opened an office at 418 Howe Street, Vancouver, B. C., under the management of the resident partner, E. Vail Stebbins. The office will have wire service to New York, Chicago and all the leading markets of the United States and Canada.

The Nye & Jenks Grain Company is to remove its cash grain offices from Chicago to Omaha, Neb., where its headquarters will hereafter be located, and is undergoing reorganization although it will continue to operate under its old firm name. The Rialto and Wabash Elevators in Chicago, with a capacity of 4,000,000 bushels, which were operated under lease by the company, have been transferred: The former to the Washburn Crosby Company of Minneapolis, and the latter to the Bartlett Frazier Company. The company will continue to operate its western terminal and country elevators.

## TRADE NOTES

L. Boyd Mercer is now a member of the staff of the Jones-Hettelsater Construction Company of Kansas City. Mr. Mercer was formerly in engineering and designing business in Australia and has had much experience in flour mill and grain elevator construction.

Clean grain is profitable grain. The Huntley Manufacturing Company of Brocton, N. Y., has made a specialty of grain cleaners, and has machines specially adapted to almost every condition and purpose, and in its recent bulletin on cleaners, it is more than likely you will find just what you are looking for. Write for it.

In their September issue of "The Monarch Line", Sprout, Waldron & Co., of Muncy, Pa., have some interesting information on feed mill equipment which may be of service to any elevator operator writing for it. This little house organ is not intended as a catalog in any sense, but nevertheless conveys a surprising amount of information regarding various machines and what they will do.

When Spillers Canadian Milling Company, Inc., equipped its new mill and elevator at Calgary, Alta., the best British and American machinery was canvassed to assure of up to date and efficient equipment. It was not surprising but extremely gratifying to the Humphrey Elevator Company of Faribault, Minn., to receive an order for two Humphrey Elevators for this fine new plant.

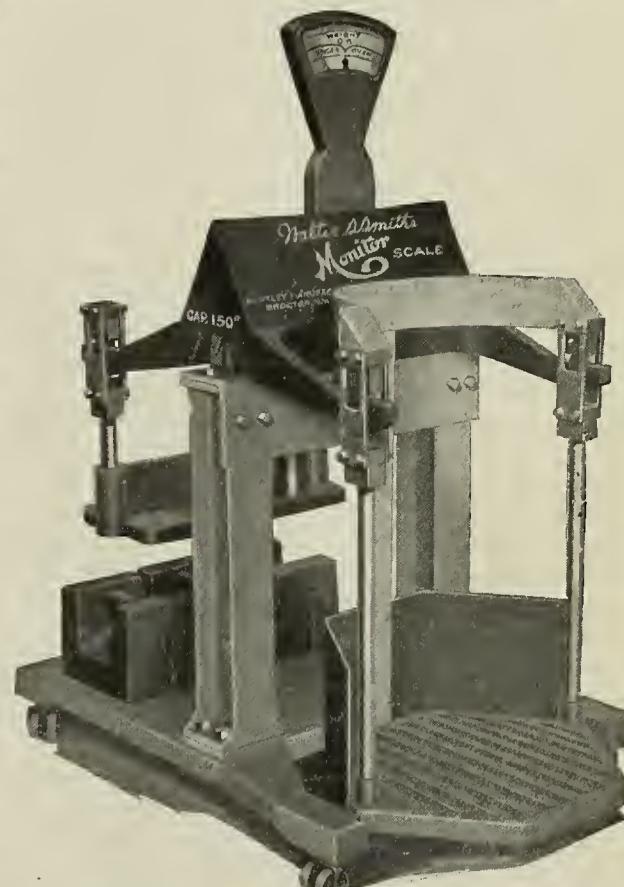
This is the season when every elevator operator either congratulates himself that he has a grain drier, or kicks himself because he hasn't. Damp harvests are the rule rather than the exception so it is rare for a year to pass without need of a drier. On the last crop driers were in use almost constantly and this year promises a similar experience. Almost no elevator equipment can be made to pay its way for a bigger proportion of the time. The Strong-Scott Manufacturing Company of Minneapolis have an automatic grain drier which they will be glad to tell you about without obligation on your part.

The constantly growing interest by feeders of cattle, poultry and hogs in ground feeds, make it almost necessary for elevators in feeding territory carry equipment that will meet the grinding needs

of the community. Stock raising is growing so rapidly that hundreds of stations which formerly shipped out grain, are now buying it from outside. The S. Howes Company of Silver Creek, N. Y., has some interesting literature on feed mill installations which can be made at low cost, with small power requirement, and which take up little room on the working floor. A post card to that firm will bring you some interesting reading matter.

## AN ECONOMICAL SACKING SCALE

High accuracy construction in any scale is a matter of accuracy of dimension and direction, and a scale to be accurate to one-fourth ounce on 100



MONITOR SACKING SCALE TYPE NO. 20 F

bounds must be accurate in all of its dimensions to one part in 6,400. From which it will be seen that the mechanical problems involved in the design and construction of the Walter S. Smith's



MONITOR SCALE IN USE

Monitor Sacking Scale have been numerous. However, when the Huntley Manufacturing Company, Brocton, N. Y., undertook the job of producing this scale they were fully prepared for the task. This Type No. 20 F Scale which is shown in the illustra-

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Sixth Year

tion has a capacity of two bushels along with a maximum weight capacity of 150 pounds.

It is described as being of heavy engineering design, portable, and can be moved about at will without danger of unbalancing. The sacking platform is one inch from the floor, and all parts—including knife edges—are interchangeable. It is self-aligning with double floating V-blocks. The lever of the scale is 12 inches to center.

This style of scale is being manufactured in three capacities: One-bushel, maximum weight capacity, 75 pounds; two-bushel, maximum weight capacity, 150 pounds; and four-bushel, maximum weight capacity, 250 pounds. The manufacturer states, "Monitor Sacking Scales are not affected by changes of level, mill vibration, flour dust, abusive treatment, temperature, humidity or any other condition. They will speed up production and by their savings of overweight will pay for themselves many times each year." Needless to say, these factors are of paramount importance to millers who use such scales.

## A NEW IMPROVED FEED MILL

A brand new feed mill known as the "Jay Bee" Clement Special Model "W," manufactured by the Bossert Corporation, Utica, N. Y., manufacturers of hammer feed mills, distributed by J. B. Sedberry, Inc., Utica, N. Y., is now ready for the elevator operator. It is built on the same general principle and has the same sturdy construction as the old reliable "Jay Bee" Standard and Direct-Connected Mills. It is built especially to meet the demand of custom grinders and millers who require greater capacity mills than the regular line of "Jay Bee" Mills. The main difference is that it is larger and heavier, requires 60 horsepower to 100 horsepower and has a much greater capacity.

Strength, durability, easy operation with a minimum horsepower requirement per ton of feed ground, are the outstanding features: Heavy special shaft, 3 $\frac{3}{4}$ -inch diameter through center, 2 $\frac{3}{8}$ -inch diameter at pulley end; new type self-aligning S. K. F. ball bearings; specially designed labyrinth

upper assembly is equipped with two specially designed deflector strips to deflect the path of the material ground, so as to work it back and forth across the cylinder and prevent the material staying at the sides beyond the reach of the hammers. The upper assembly in the feed table is also equipped with an arrangement that will act as a metal trap. In cases where the metal trap is not desired, for materials on which it would not be effective, only a minute's time is required to swing the metal trap door up so that it makes a continuous type feed table.

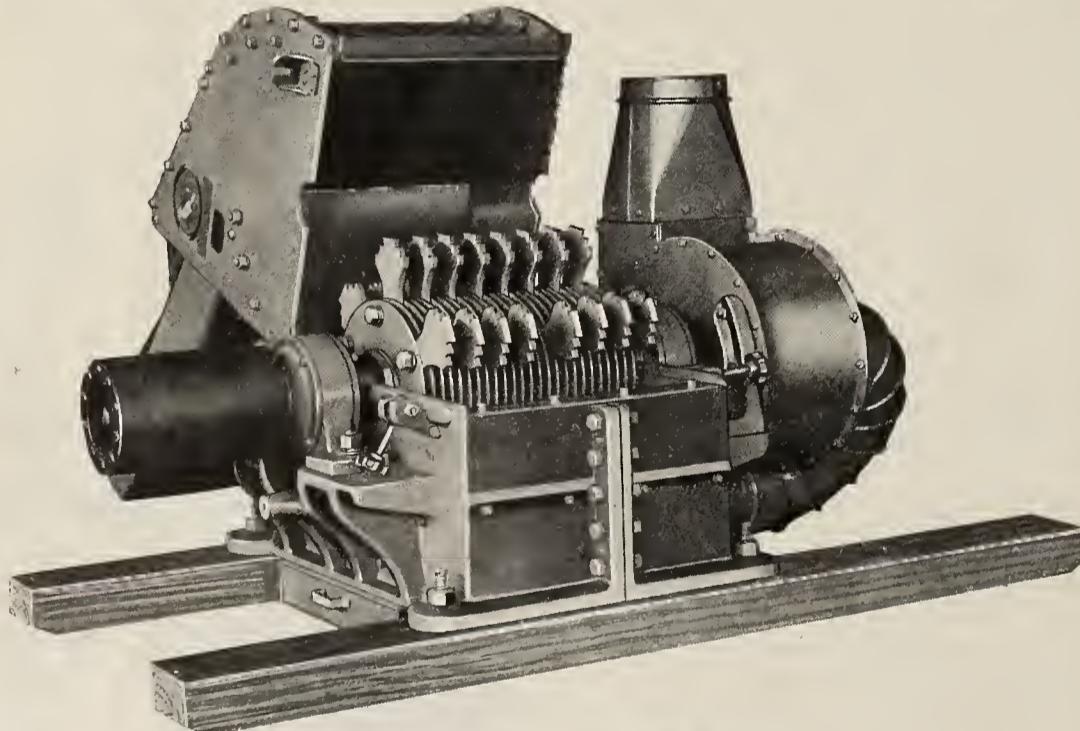
The lower housings are of heavy cast construction, made in two pieces, heavily ribbed and bolted



WALTER J. CLEMENT, "JAY BEE" ENGINEER  
Designer of the "Jay Bee" Model "W" Mill

and doweled in place. The lower guide plates in the lower assembly are arranged to direct the material to the hopper and are designed to eliminate any parking of the material in back of the screen. Base of mill is of heavy cast construction. Top and side walls are of heavy boiler plate steel. This, it may be said, makes this feed mill practically indestructible.

The outstanding grinding features of the "Jay Bee" Clement Special, says the manufacturer, are the same as those of all the "Jay Bee" Mills: No friction, grinds the feed cool, does not leave sharp edges on feed to cause sore mouths, grinds oats (or any small grain) so fine that hulls are thoroughly pulverized, grinds anything grindable to any degree of fineness at lowest cost per ton. No breakdowns, always dependable, always ready for service. Present conditions in the grain business—as de-



NEW HEAVY DUTY "JAY BEE" MILL

dust sealed bearing housings; standard made paper pulley, 8x12-inch for the No. 4 size, 8x11 for the No. 3 size; new type manganese steel hammers, with weight concentrated near grinding tip, thus offering a very effective grinding blow; new type fan, specially designed for handling maximum amount of ground material with a minimum of wear; also heavy gauge galvanized steel suction pipe.

Screens are supported perpendicularly to the shaft by two steel ribs, thus greatly increasing the strength of the screens to resist any bulging or deformation. Grate bars can be used interchangeably with the screens. With grate bars installed the mill may be used as fan mill or plain mill. The

termined by inquiries received by J. B. Sedberry, Inc., Utica, N. Y.—indicate that the "Jay Bee" Clement Special Model "W" will be a very popular mill. Production is rapidly being pushed to meet the demand.

## OCTOBER CROP PROSPECTS

Crop estimates as given by the United States Department of Agriculture in its October crop report show increases over the September figures.

A corn production of 2,603,000,000 bushels was indicated, which is an increase of 146,000,000 bushels for the month and compares with the estimate of 2,680,000,000 bushels a year ago and final estimate

for 1926 of 2,645,000,000 bushels. Condition of the crop was given as 73.6 per cent, against 69.7 in September and 72.4 a year ago.

The estimate was larger than most traders looked for. Average of the private estimates was 2,582,000,000 bushels. Improvement during September was due to the long period of hot and dry weather. There is still a controversy as to what the acreage will be, it being the opinion of some that the condition of the crop as given out does not take fully into consideration the area of corn that will not make grain.

The Spring wheat crop is estimated at 314,000,000 bushels. This is an increase of 6,000,000 bushels over the September figure and comes as a surprise, inasmuch as traders were led to believe by threshing returns that there would be a moderate reduction. Final Spring wheat crop last year was 205,376,000 bushels.

## KEEPES APPEAL OFFICE BUSY

The number of grain appeals handled by the offices of the Federal Grain Supervision for the fiscal year 1927 exceeded those of previous years—those of 1926 by 43.7 per cent. The grading of 60,875 lots of grain was carried to the department for final grading and certifying, appealing the grades of grain assigned by inspectors licensed under the United States Grain Standards Act.

The appeals by grains were as follows: Wheat, 33,941; corn, 18,260; oats, 4,825; rye, 3,050; grain sorghum, 490; feed oats, 24; mixed feed oats, 89, and barley, 196. Approximately 114,000,000 bushels of grain were involved in these appeals, and Federal appeal grade certificates issued to cover same.

Most of the inspections covered carlot shipments, although there were 510 appeals on steamers and barges, involving 35,092,000 bushels of grain. The inspections appealed were found to be correct in 57.5 per cent of the cases. Of the 25,868 lots of grain in which the grades were changed, 38 per cent was given a higher grade.

## IOWA FIRM WINS

Frank G. Coe, Frank B. Bell, and H. W. Reimann formed the G. D. N. A committee which arbitrated the complaint of the McCaul-Dinsmore Company, Minneapolis, against Henry Rang & Co., Sioux City, Iowa, and decided in favor of the defendant.

On March 1, 1927, the plaintiff bought from the defendant one car 60-capacity No. 4 Yellow corn at 61 cents, track Monroe, S. D., shipper's weights and grades, as was evidenced by original telegram of acceptance signed by the defendant and confirmation of same date signed by the plaintiff. Against this contract the defendant shipped car of corn from Monroe, S. D., within the contract time, and according to their statements attached proper documents to their draft covering weight and inspection, which were not denied by the plaintiff. On arrival at destination the plaintiff rejected the car claiming it was not No. 4 Yellow corn and sent a sample to Minneapolis for inspection there, but as this was an intra-state shipment and sold on shipper's weights and grades the committee declared: "We do not consider that this action has any bearing on the case."

## NEW TEXAS ELEVATOR ADDITION

By W. D. II.

An additional storage capacity of 1,000,000 bushels of grain will be made to the elevator of the Great West Mill & Elevator Company at Amarillo, Texas, according to Walter Barlow, general manager of the company. This addition to the plant will give it a total storage capacity of 1,500,000 bushels. The Jones-Hettelsater Construction Company, of Kansas City, secured the contract which totals more than \$325,000. The plans for the new bins were drawn by the Burrell Construction Company of Chicago.

The new storage is to be completed in time to handle the 1928 wheat crop which it is thought, at

# THE AMERICAN ELEVATOR AND GRAIN TRADE

this time, will be the largest in the history of the Panhandle.

The Great West Mill & Elevator Company's flour mill and elevator was erected in Amarillo in 1921. The mill has a capacity of 800 barrels of flour a day.

With the completion of the new units the company will have one of the largest mills and elevators in the Southwest and will be equipped to handle the big wheat crop of the Panhandle which is predicted for next year.

## THE GRAIN MARKET SITUATION

By G. A. COLLIER  
Grain, Hay and Feed Market News Service Bureau  
of Agricultural Economics, United States  
Department of Agriculture

Delayed marketing of Canadian wheat and considerable uncertainty as to the quality of the crop both in that country and in Europe were strengthening factors which held the wheat market steady during the latter part of September and the first half of October. The rye market was also firm during this period influenced by an active export inquiry, particularly from Germany where trade reports indicate that a considerable quantity of the crop is not of good quality this season. The corn market, however, tended downward with generally favorable weather bringing more corn to maturity than was expected at the first of September. The oats market continued to have independent strength and prices were firm.

There were no marked changes in the estimates of the wheat crop for the various countries during the past month. The October 1 estimate by the United States Department of Agriculture shows a slight increase in the Spring wheat crop and places production this year at 314,000,000 bushels, making a total wheat crop for the United States of 867,000,000 bushels compared with 833,000,000 bushels harvested last season. There have been some revisions in European estimates but from the latest information available the total European production this year will be but little larger than last year. Official reports emphasize the preliminary nature of this year's estimates and trade reports indicate that probably as much as 100,000,000 bushels of the European bread grain crops will not be suitable for milling purposes.

One of the outstanding features in the market situation this season is the continued heavy movement of wheat from the principal exporting countries. World shipments during August and September were nearly 15,000,000 bushels larger than for the same period last year and were the largest for this period for any year since 1920. Notwithstanding these heavy shipments stocks on ocean passage were not materially increased and information available indicates that they have passed almost immediately into consuming channels upon arrival in importing countries. This continued heavy consumption of imports by the European consumers emphasizes the delayed movement and inferior quality of the native wheats in these countries.

The supply of wheat available for export in the principal surplus producing countries, including North America, Argentina and Australia, is around 100,000,000 bushels larger than on October 1 last year. Stocks yet available for export in the Southern Hemisphere are apparently about the same as a year ago with more in Australia and less in Argentina. Assuming about the same carryover and domestic disappearance in the United States and Canada this season as last year, there were available for export at the first of October about 575,000,000 bushels compared with about 470,000,000 bushels a year ago. This does not take into account, however, the quality of this year's crop which appears to be inferior to last year's, particularly in respect to milling quality.

While trade reports have indicated a rather dull export demand, exports of wheat from the United States during September totaled nearly 36,000,000 bushels compared with about 29,000,000 last year when Hard Winter wheat was going out in large quantities from the Gulf ports. A good percentage of the United States exports since the first of July

has been of Pacific Coast wheat. Exports of wheat and flour from the Pacific Coast ports during the last three months totaled nearly 22,000,000 bushels compared with about 16,500,000 bushels last year and have reflected the large crop of wheat in Washington and Oregon this season.

### PREMIUMS FOR MILLING WHEAT HIGHER

While December future prices are slightly lower than a month ago cash prices are higher as a result of the increased premiums being paid for good milling wheat. Offerings of high protein Hard Winter wheat are becoming more limited in the central western markets and wheat with 12½ per cent protein or better is commanding premiums of 10-15 cents over the ordinary protein types of the same grade. At this writing (October 11) 13 per cent protein No. 2 Hard Winter wheat is being quoted at Kansas City at \$1.42-\$1.47 per bushel. Good milling quality Soft Winter wheat has also been commanding advancing premiums. No. 2 Red Winter is selling readily at this time at St. Louis at \$1.50-1.54 per bushel. Other Soft Winter wheat markets are not paying as high premiums as prevail at St. Louis but good milling wheat is in active demand at several cents premium over Hard Winter at other central western markets.

Offerings of Spring wheat have increased materially at Minneapolis as the seasonal movement of new wheat progressed. There was considerable hedging pressure at time during the past month but this was largely offset by a good demand for cash grain and prices held steady with premiums for high protein averaging almost as high as in the Winter wheat markets. Thirteen per cent protein No. 1 Dark Northern was being quoted October 10 at Minneapolis at 12-23 cents over the December price, which closed at that market on that date at \$1.32 per bushel; 14 per cent protein was bringing 8-10 cents over these quotations.

Export bids were considerably below quotations on high protein milling wheat but were sufficiently high to compete with prices for the ordinary protein types. On October 10 exporters were bidding \$1.40-1.41 for No. 1 Hard Winter delivered at Texas gulf ports. No. 2 Hard Winter was being quoted at Liverpool on that date at \$1.49 compared with \$1.51 for 63½ pounds Argentine Rosa Fe, \$1.63 for No. 2 Canadian Manitoba for October shipment and \$1.60 for Russian wheat.

### DOMESTIC RYE CROP MEETING GOOD DEMAND

This season's large rye crop is passing rapidly into consuming channels at prices slightly higher than have prevailed at this period during the past few years. Nearly 15,000,000 bushels of rye had been received at the principal markets to the first of October compared with about 6,360,000 bushels last year and about 8,780,000 two years ago. This season's crop is estimated at about 61,500,000 bushels but stocks in the markets at the beginning of the season were low so that the total supply this year as represented by commercial stocks and this year's crop will be only about 13,500,000 larger than last year and with the material increase in the marketings to date the supply for the remainder of the season is not unusually large. Notwithstanding the heavy movement market stocks have been only slightly increased and reflect the active demand which has prevailed for the current receipts.

The quality of the crop is good and mills and exporters have competed for the offerings. The small supplies in Europe at the beginning of the season, together with the lateness of this year's crop and the uncertainty as to its quality, has caused an active export demand for United States rye. Export sales were of large volume early in the season and actual exports to October 1 were nearly twice as large as for the same period last year, totaling 7,723,000 bushels compared with 4,621,000 bushels last season.

Prices have held practically unchanged at the principal markets during the past month, No. 2 rye selling at Minneapolis mostly around 90-92 cents per bushel.

Unusually warm weather in the corn belt during the first three weeks in September was very favor-

able for maturing the crop and at the first of October an increase of nearly 147,000,000 bushels over the September 1 estimate was indicated. Total production for this season is now placed at 2,603,437,000 bushels.

The estimate for the corn belt is still larger than for last year with the gains in the states west of the Missouri River overbalancing the losses in the states east of the Mississippi River. The production of corn in the southern and southeastern states should exceed that of last year. The principal declines have been in Illinois with almost one-third less and in Indiana which is fully one-third below last year and in Ohio where the crop is nearly 40,000,000 bushels below last year. Damage from frost which was greatly feared a month ago failed to occur except in rather limited areas. Warm weather in the corn belt during September greatly hastened maturity so that damage from frost is no longer a serious factor, except to the very late planted corn.

The continued favorable development of the crop caused a downward trend in prices during the month. There was a sharp advance in prices around September 20 and again on September 26 when frost was threatened, but outside of these fluctuations the trend was generally downward. Light receipts, however, and the smaller supply available held the cash market relatively firm and declines were less marked than in the futures markets. While no official estimates are available relative to the stocks on farms at this time, trade estimates place the supply at about 100,000,000 bushels below stocks on October 1 last year.

## FORECAST OF GRAIN SHIPMENTS

Car requirements for grain shipments during the next three months will be 15 per cent less than last quarter and 10 per cent less than for the same period last year, according to the report made by Lawrence Farlow before the Mid-West Shippers Advisory Board at Decatur, Ill., on October 12. Mr. Farlow, as chairman of the committee covering grain shipments, submitted a report, the summary of which follows:

In arriving at an estimate of grain car requirements for the ensuing quarter, we have used the September 1 Government report on crop conditions as follows:

	Wheat	1926—Bushels	1927—Bushels
Iowa .....	7,864,000	8,806,000	
Illinois .....	41,034,000	33,078,000	
Indiana .....	34,048,000	27,739,000	
Wisconsin .....	2,599,000	2,954,000	
Total .....	85,545,000	72,577,000	

	Oats	1926—Bushels	1927—Bushels
Iowa .....	195,962,000	190,835,000	
Illinois .....	123,516,000	102,386,000	
Indiana .....	61,000,000	50,141,000	
Wisconsin .....	96,638,000	94,591,000	
Total .....	477,116,000	437,953,000	

	Barley and Rye	1926—Bushels	1927—Bushels
Iowa .....	8,716,000	14,061,000	
Illinois .....	10,545,000	13,463,000	
Indiana .....	2,677,000	2,290,000	
Wisconsin .....	21,814,000	24,573,000	
Total .....	43,752,000	54,387,000	

	Corn	1926—Bushels	1927—Bushels
Iowa .....	413,586,000	341,272,000	
Illinois .....	330,616,000	195,253,000	
Indiana .....	170,523,000	101,295,000	
Wisconsin .....	73,106,000	52,922,000	
Total .....	987,836,000	690,742,000	

Estimated carry-over of old corn in the Mid-West territory is 200,000,000 bushels, which is about 10 per cent less than last year.

### Estimated Car Requirements at Country Stations

	Iowa	Illinois	Indiana	Wisconsin	Total
Wheat .....	320	1,200	1,000	100	2,620
Oats .....	4,500	2,400	1,100	400	8,400
Corn .....	24,000	18,000	5,000	1,000	48,000
Other grain ..	800	700	100	1,000	2,600
Totals .....	29,620	22,300	7,200	2,500	61,620

### Comparative Estimates

Estimated car requirements for next three months are 15 per cent less than last quarter and 10 per cent less than for the same period last year.

# Grain Dealers National Convention

FOR the second time in its history but for the first time in 16 years, the Grain Dealers National Association held its annual convention in Omaha, Neb., when delegates from every corner of the United States assembled there October 10. This, the thirty-first annual meeting was a three-day proposition, built on the modern plan of one session per day, but the convention began informally a day before scheduled, for by October 9, the Omaha Grain Exchange members found themselves hosts to more than 100 early arrivals.

As usual, three other important conventions were held during the G. D. N. A. conclave. The United States Feed Distributors Association and the Chief Grain Inspectors National Association and the National Terminal Weighmasters Association, all developed a substantial registration by October 11, and the sessions were well attended.

There was a wealth of features on the program of the Grain Dealers National Association. Unusual interest was manifest in the address of Frank Delany and reports of the officers. Opinion in opposition to unsound farm relief legislative proposals was re-crystallized, and association committee heads effected a resume of the year's accomplishments in trade arbitration and other activities of the organization.

The re-election of officers called forth unusual interest, for the present size and progressiveness of the Grain Dealers National Association has meant that more honor and responsibility than ever are attached to its official posts. New directors named, all addresses, reports, and the complete, verbatim account of all the discussion occurring during the business sessions, are to be found in the following pages.

Entertainment provided by the Omaha grain men fully met the specifications broadcast in advance notices. Golf, the races and other outdoor entertainment, owing to the ideal fall weather, proceeded in full swing. A record of these activities, and the program provided for the many ladies in attendance, also is contained in this issue.

## The Opening Session

The meeting was called to order by President C. D. Sturtevant.

Rev. Stephen E. McGinley, rector of Trinity Cathedral, Omaha, pronounced the invocation.

Almighty God, who art the giver of all good gifts and who sendest year by year the annual crops of this bounteous earth, we ask Thee for Thy guidance upon this organization of men, that whatever they do in their deliberations and councils may be for the welfare of their organization, for the prosperity of the land and for the furtherance of Thy will. May Thy blessing rest upon them and upon all of those who are here, upon their families and upon their businesses here represented, and send them back, we beseech Thee, to do Thy will, through Jesus Christ, our Lord. Amen.

**The President:** I regret to announce that the mayor of Omaha, Hon. James C. Dahlmann, is unable to be with us today on account of a severe accident which he suffered several months ago, but we have with us his personal representative, Charles S. Burke, who will tell you all how glad the City of Omaha is to entertain the Grain Dealers National Association.

**Mr. Burke:** Ladies and Gentlemen: I, too, regret that Mayor Dahlmann is unable to be present here this morning and personally deliver his greeting to you. After 18 years as chief executive of this city, I do not think that anyone within its borders is quite so capable of expressing the welcome which Omaha feels towards you as you gather here today for your annual conference. You know that Mayor Dahlmann is known as the "cowboy mayor," and, after spending almost a quarter of a century out on the frontier in the pioneer days, riding outlaw horses, bull-dogging steers and serving a term or two as sheriff, it remained for a big lumbering Omaha street car to put him down for the count. However, I believe he

would have been here in spite of that this morning if it had not been for a very important session of the City Commission which required his attendance, so that he is unable to be here at this hour, and in his stead I am here to express to you the very heartiest greetings of the officials and the people of Omaha.

Omaha is a child of agriculture. It was born of the need of those pioneers who came out here over three-quarters of a century ago to engage in the tilling of the soil. It was reared on the prosperity with which their labors were rewarded by a productive soil, and now, that it has grown to vigorous manhood it is engaged in the task of caring, as a dutiful son should, for that parent from which it drew its sustenance through all of those years. In the course of those years Omaha, too, has raised a large family, a family of prosperous industries and of prosperous institutions. As is often the case in a family there are some that are outstanding, the pride of the father, and in this great family of industries and institutions that go to make up Omaha I do not think there is any question but what the two in which this city takes its greatest pride are the big agricultural twins—the South Omaha Stock Yards and the Omaha Grain Exchange. For years, of course, the stock yards enjoyed quite an advantage, but in the last decade or two, through the transition in this country from that great western empire that was once a cattle country to a corn producing territory, the Omaha Grain Exchange has made up a great deal of the growth that it lost in the earlier years, and I do not think there is any question but what in the near future, as that development and that transition

much for his cordial welcome to our city. Now we want to express to you how glad the Omaha Grain Exchange is to have you with us as our guests. Mr. Peck, the president of the Exchange, is unavoidably out of the city. E. W. Taylor, president of his well-known firm, with headquarters at Omaha, will now speak to you on behalf of the Grain Exchange.

**Mr. Taylor:** Mr. President, ladies and gentlemen of the Grain Dealers National Association: In the absence of Mr. Edward Porter Peck, president of the Omaha Grain Exchange, I am glad to have the privilege of extending to you a welcome from the Omaha Grain Exchange and the grain interests of the state of Nebraska. It seems altogether unnecessary that anyone extend to visitors in the state of Nebraska an official welcome, as everyone in the state from childhood up, is glad to extend a welcome to every visitor and those who were members of the association and attended the convention held at Omaha in 1911 will recall the welcome that was extended at that time and today's welcome is just as warm and sincere.

For many years Omaha has been the center of a vast grain producing territory and until 1904 the grain was largely handled by elevator companies with headquarters in Omaha and elsewhere. The Omaha firms operated terminal storage elevators with a limited capacity, the main function of these elevators being the elevation and transfer of grain from car to car in transit. This was done to permit the originating railroads to keep their cars on their own rails and up to this time little grain was actually marketed at Omaha, the bulk being sold direct from country stations to other established terminal markets.

During the fall of 1903 a testimonial dinner was given by Omaha business men to the late A. B. Stickney, then president of the Chicago Great Western Railway, and at this dinner there was proposed the establishment of a grain market at Omaha and a suggestion was made for the organization of an exchange.

Far-seeing business and professional men present were inspired with the suggestion and sensed the bigness of the idea and that same evening sufficient signatures were secured for subscriptions to warrant immediate steps being taken to organize and incorporate the Omaha Grain Exchange, merchants and professional men joining with the grain men in purchasing memberships at \$500 each.

The Grain Exchange started to function in February, 1904, and has continued to grow and prosper until today the stock, which was originally subscribed and largely owned by merchants and professional men and which totalled about \$75,000, has since been transferred into the hands of grain men and represents the Grain Exchange property, free from incumbrance and which is worth more than a million dollars.

So much for the organization. Now a few facts relative to the reasons actuating the men behind the organization. These far-sighted business and professional men, who joined in making the exchange possible, had no idea they would ever receive one cent of their original investment back. In fact, many of them sold their memberships at half their original cost to aid some new grain firms in getting a start. They joined in this enterprise on account of their loyalty to the community, realizing that in order to have a growing and prosperous city they must grasp every opportunity offered which would build up and advertise the City of Omaha, and those of the founders of this institution who are still alive, tell with pride of their participation in its inception.

Most of you are familiar with the strict rules and regulations which govern the activities of the members of the various grain exchanges and boards of trade throughout the country. Let me say that no grain exchange and no board of trade was organized and is maintained under more strict rules and regulations to deal honestly and fairly than the Omaha Grain Exchange. This gives to the community and to the people, whose commodities are handled through the Omaha Grain Exchange, confidence in the integrity of the organization and its members. This influence more than anything else, has caused the continual growth and prosperity of Omaha as a grain market, until today it is one of the largest primary grain markets in the United States.

You may be assured while you are our guests that you will be afforded every opportunity to become familiar with the Omaha Grain Exchange and its activities. We also hope that the welcome which is extended to you here by the State of Nebraska, by the City of Omaha and by the Omaha Grain Exchange and the grain interests of the state, will give you a better understanding of the possibilities of this great state of ours, the possibilities of our wonderful city and a desire for closer business relations with the grain interests and the Omaha Grain Exchange, which we are proud to represent.



PRESIDENT C. D. STURTEVANT

goes on it will be safely established in the possession of the title of Omaha's favorite son.

Ladies and gentlemen, we are proud of this city of ours. Geographically it is most fortunately located. It is a little too far north to be a winter resort; it is a little too far south to be a summer resort. The result is, it is just in the middle, and it is a mighty good place to live 365 days in the year. When you live in Omaha you don't have to go somewhere else to spend 50 per cent of the year in comfort. We have a little disadvantage in not being located close to the mountains, seashore or some great body of water with all the advantages they afford in the way of sightseeing, and entertainment, but I believe during your stay in Omaha, if you will ride out over these splendid drives we have developed in and around Omaha, you will be rewarded with some of the most beautiful sights that are to be found anywhere in this country. In entertaining some other groups we might be handicapped a little in the way of scenery, but I don't think that is true in the case of a gathering of grain dealers. When it comes to a picture which should gladden the heart of a grain dealer I think Omaha is situated in the center of an artist's paradise, for you can go east, west, north or south, and we will unfold for you a panorama of yellowing fields of grain that tell the story of the bounty of the season that is just closing, with vast stretches of winter wheat covering the landscape with its green, that whispers the promise of the season that is to come; and with this we will rest our case with the grain dealers, so far as the scenery is concerned. (Applause.)

**The President:** We certainly thank Mr. Burke very

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Still believing that I am only performing a function that is the birthright of every resident of the state, nevertheless, again, on behalf of the Omaha Grain Exchange and the grain interests of the State of Nebraska, I extend to you that welcome that only Nebraska can give. (Applause.)

**The President:** You have been welcomed to our city by the city authorities and by the representative of the Omaha Grain Exchange, and it now seems fitting that there should be expressed to these gentlemen who have voiced these kindly sentiments the feelings of our Association towards our hosts. It has been customary in our proceedings to select one of our most prominent members to deliver this response, and in this case we have requested the first vice-president of our Association, Mr. Alec Macdonald, to respond to these addresses.

**Mr. Macdonald:** Mr. President, Mr. Burke and Mr. Taylor: We are glad to be in Omaha. It seems very good to be here again, and inasmuch as most of us grain men need to work 365 days each year to make a living, I think that possibly, based on Mr. Burke's recommendation, we had better all live here.

As far as the market is concerned, I think we all know what "Omaha terms" means, and we can pass



A. S. MACDONALD

over it with that. They take care of their people very well.

It makes my heart ache a bit to think that there are so few easterners here—at least, so few that I have seen—to learn again what real western hospitality means. This is a bit of a difficult position into which to put one of my tender years, because when our Association last met in Omaha, in 1911, I was just breaking into the grain business by the rather indirect method of selling guinea pigs and rabbits and an occasional cockrel and pullet in a retail store. Sixteen years is a long, long time in the life of a grain man. Some of us grow old in a single market session. (Laughter.) We have heard in the last decade the year 1914 referred to so often by statisticians, historians and the like that it has come to rank as an epoch-making period in our history with the birth of our Lord. If, therefore, 1914 is the Anno Domini of this generation, just think how 1911 must rate with the B. C. dates of history. And yet even I, with all my tender years, can remember when our Association met in Milwaukee in 1918, how Omaha hospitality reached out and made itself felt, warm and all-pervading, over that intervening distance. They called it "Updike hospitality" at that time, but that was only to be polite to Milwaukee. That was really the concentrated spirit of Omaha, and, in these days when we hear so much of the Spirit of St. Louis, as typified by that truly remarkable young man, Col. Lindbergh, who is there of us to say that the "Spirit of Omaha," properly functioning, cannot fly as high and carry as far—

We have heard a great deal of the courage of the pioneers, and Mr. Burke referred to them, the forefathers of you Omaha men, the men who blazed the trail across the prairies to found the beginnings of this city. They encountered all sorts of dangers from wild beasts and wild Indians, and yet, I submit to you, where would a greater bunch of "wild Indians" be found than the grain dealers in national convention assembled. (Laughter.) There is this difference, I am glad to say, in the interest of Omaha. In the old days many of the Indians were peaceable enough. Much of the difficulty at that time came from the injudicious distribution of "firewater" on the part of the white man to his red brother. Thankful are we that at this time the Federal Government in its wisdom has removed that danger from your midst. (Laughter.)

I am told that the name "Omaha" comes from an old Indian name "O-ma-ha," which means, they say,

to stand across the waters, to go against the current, and, if this be true, we are not surprised today to find Omaha a grain center rather than the headquarters of the General Motors Corporation. Now, if Mr. Ford and the General Motors Corporation have done tremendous things for this country, they have not yet in their ingenuity devised any means whereby grain is used in the manufacture or propelling of motors, and we who are in the grain business have got to make the best of it.

We, as a general thing, are opposed to unsound legislation, but we do earnestly wish to help the farmers. We in the East, in the handling of our grain at least, are, as our Texan friends would say, "out on a limb," and if this be true—and we do not wish you to think our motive is purely selfish—we are interested in securing good prices for grain. We hate to think that your Nebraska farmers have got to swap a bushel of oats for a package of cigarettes, and in your effort to remedy the situation we hope you will not go so far astile that you seek to remedy this condition so much complained of by passing a law to make the sale of cigarettes illegal. (Laughter.)

Friends of mine in other lines of business tell me that they have done much to develop other outlets for their products. I have a friend in the lumber business. He tells me that his lumber manufacturers' association has by dint of careful research work developed an export market for their wooden knot holes, that they sold them to German manufacturers of rocking horses. These conventions are good things. We meet to solve our problems, and it has occurred to me that we perhaps in our wisdom could induce those same manufacturers to use our oats with which to stuff their rocking horses. (Laughter.)

Now, I trust you will not think I digress, but when we met in Buffalo last year, with a president from an Illinois town—if Fred Horner were here, I was going to say a remote Illinois town, but I am afraid if he read it he might misunderstand me—with our vice-presidents from the west and from the south—we cast no particular slur on our hosts if we ignored the convention hall entirely, as some of our good delegates and my good friends do. In fact, one of my good friends last year told me that he registered at Buffalo just as he was leaving. (Laughter.) In this instance, our president happens to be one of the most prominent men in the Omaha Grain Exchange. If we would pledge ourselves conscientiously to attend these convention meetings, we would accomplish two things: First, we would pay "Sturdy" a tribute very well deserved. Secondly, we would pay our hosts an indirect compliment.

Those of you who have been at all active in association matters, and those of you who have been active in the affairs of your own boards of trade, know the tremendous responsibility that our Omaha hosts take in inviting us in their midst. It has meant months of careful planning. It has meant weeks of intensive effort. It shows a high order of moral courage, and some physical courage, and certainly some financial strength, of which Mr. Burke started to tell us. I hope that we will really be good enough to pay them this compliment of being regular at our convention sessions.

It becomes my very pleasant duty to accept your hearty, cordial and generous welcome and to assure you, in behalf of the members of the Grain Dealers National Association, that our hearts warm towards you with gratitude and grateful appreciation. (Applause.)

**The President:** We have put in quite a bit of time in arranging these programs. We have tried to have everything arranged in advance so that the sessions will all move along and we will enjoy them, but sometimes something happens which interferes with our plans, and the most impromptu parts are likely to be the most entertaining. We have here with us today a gentleman whom we did not expect, a gentleman who is universally known in our sister country north of us and who can tell us a great deal about conditions in Canada. Dr. Magill, will you kindly step to the rostrum?

Ladies and Gentlemen: It gives me very great pleasure to introduce to you Dr. Magill, secretary of the Winnipeg Grain Exchange.

**Dr. Magill:** Mr. President: Your country has been described somewhere over in my own country as the land of surprises. I certainly did not expect to be called upon here at such an early hour in the morning. By the merest accident I rolled out of bed this morning and came over here. Of course, I recall that I once or twice visited the Grain Dealers National Association convention, and if it gives you any particular amusement or pleasure to catch me unprepared and to have a laugh at my expense, why go to it. I don't know whether you want a speech or not. If you do not want a speech, you should never let me loose at any public meeting. Perhaps, however, I may fill in a few minutes by talking about our wheat pool. I do not know whether that is what you meant—

**The President:** We wanted to hear from you.

**Dr. Magill:** I will say a few words about the wheat pool and then about ourselves and then sit down. The wheat pool last year handled 52 per cent of the exportable surplus, but if you take the figures as to what it handled by the claims of the membership you will find that they do not agree. The pool claims

over 75 per cent of the farmers of our western farms handled 52 per cent of the wheat, or, if you compare the number of members with the wheat acreage, the pool claims 75 per cent of the acreage and handled 52 per cent. I don't know whether the claims are too high, or whether we are infested with something which I heard is sometimes found on this side of the boundary, what you call "bootlegging." There is bootlegging of whiskey, and it is reported there is considerable bootlegging of wheat. Pool members do not always sell through the pool, and that has been called bootlegging wheat.

The pool is a mighty force in western Canada. It is very strong. Fifty-two per cent of the exportable surplus of the wheat is a large per cent. The pool has over 800 elevators throughout the country. The pool has some 16,000,000 bushels' terminal elevator capacity at the head of the lakes. The pool is a very prosperous thing in western Canada. I understand it is not particularly prosperous in the United States, but then you know Russell Lowell was fond of saying they "did not have everything down in Judea," and we sometimes say you do not have everything down in the States. You do not know what a good thing you are missing in not having a great national pool.

Now, what is the secret of success of the pool? The pool was formed and organized to put the Grain Exchange out of business. The first thing it did was to join the Grain Exchange. Then it joined our clearing house. Then it joined our Lake Shippers' Association. Then it began to utilize every facility that the Grain Exchange in Winnipeg has. That is not all. Presently the pool began to buy futures and to sell futures and in large volume, just like the grain dealers and just in the same way.

The pool was organized to regulate the flow of wheat to market. All right. During the last pool year, while navigation was open, the first four months after the harvest, the pool shipped to the markets of the world more wheat by one and one-half times than it shipped during the balance of the year or eight months. That is how it controls the flow of



DR. R. MAGILL

wheat to market—one and one-half times more in four months than in the eight months.

The pool, of course, professes to sell direct. The pool sells lots of wheat on the Winnipeg Grain Exchange, millions of it. If selling direct means cabling over night to exporters, to Liverpool and other places and getting their offers, that is something our members had been doing for 30 years before the pool was born.

The pool, of course, promised great things in regard to the changing of the methods of handling wheat. It has not introduced a single new feature into the handling of wheat in Canada, neither as regards grading, dockage nor anything else. It has some 800 elevators of its own, but it has made contracts with our elevator companies by which every elevator in our west is handling pool wheat, receiving it and forwarding it, and in handling pool wheat they just handle it as they have always handled non-pool wheat. Most of the pool wheat is shipped to our commercial terminal elevators. There is no change there, not even in regard to mixing or in regard to any feature that our western farmers used to criticize so badly.

In other words, the pool is a new grain-handling, grain speculating concern, new only because the stock is held by the farmers themselves. It is new in no

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other marketing respect. It is new in this—the pool never tells the farmer what it is doing, I mean in the sense of accounting. It is new in the system of payment—it runs a pool account for every grade and it pays the farmer the average of the grade. There is no other difference between the pool and the large grain handling concerns. So far as the physical handling and the marketing of the grain is concerned, they are just identical, and it is being found out.

The reason the pool has been successful, of course, is partly the high international prices, also partly the profound disappointment of farmers when deflation came. Go up into that country of ours when prices are low for what they have to sell and high for what they have to buy, and promise them that by another method they will get far higher prices, they will get far more money, they will have more money for their wives and for their children, they will build better schools, better roads and better everything. That was just the story that was told by a very eminent American—and you know in Canada we believe everything any good American tells us, and very many of our people believed that, and so we have the pool.

I might be cynical enough to add that some of these brilliant promises of our American visitors do not pan out in the long run and then we are angry. We are angry with the agitator and the prophet. We ought to be angry simply with ourselves.

We are still full of hope in the Winnipeg Grain Exchange. The curious thing is that our seats are selling at a higher price than they ever sold before. I believe they are right now about ten or eleven thousand dollars apiece. About two weeks ago we were selling seats at \$10,000 apiece after five years activity of the pool. When the pool started they were about six or seven thousand dollars. The activities of the pool have led to that. Of course, some of our exporters have been a bit hurt, and some of our brokers have lost money, but our great elevator companies and all classes of useful men in our Grain Exchange are still going strong, and we think that the laws governing international trading will remain, and remain for many years to come, and we think we will go on producing wheat, and, as long as there are laws governing international trade and so long as we produce wheat, we feel confident our exchange will handle the greater part of it one way or the other.

Now, Mr. President and ladies and gentlemen, it is too bad for me to inflict a speech on you at this early hour. I know you did not expect it, but I had to do something for the honor of Canada. I will only add that so far as we in Canada are concerned things are growing better, steadily and steadily better. It is often a slow process, but our sun is still shining, our business is increasing. Even our industrial business is increasing, and there is a marked increase in our business with the United States. Our relations with this country are still of the most cordial and friendly character, and so long as we maintain those cordial relations and so long as we have our natural resources to develop, we look forward to the future with very considerable confidence, and we look forward to it largely just because of the close relations between the two countries. I thank you. (Applause.)

**The President:** A presiding officer has to have a great deal of courage to call upon a speaker without warning, as I called upon Dr. Magill. I did it deliberately, knowing what the result would be, but you know why it was unnecessary to arrange with Dr. Magill in advance to make a talk, after hearing what he had to say.

At this time it becomes the duty of the president to submit his annual report, and following the custom of latter years, I have written a detailed report which I will turn over to the trade papers, but which I will not attempt to read to you today.

## THE ANNUAL REPORT OF PRESIDENT STURTEVANT

UPON this, the occasion of the thirty-second annual convention of the Grain Dealers National Association, it is my pleasure and privilege to appear before you with a statement concerning the past and future work of our organization. My first duty, I believe, is to express my appreciation, and that of the association, to those who have served as members and chairmen of our committees. These men have given freely of their time and efforts to further our welfare. They serve without remuneration, and because they are public spirited, and for the love of the work. The success of the association is due to their efforts, and I am very glad to have an opportunity to publicly thank them.

Thanks are also due to Secretary Quinn for his untiring and efficient efforts in promoting the welfare of the association. It is essential that an organization such as ours should have an efficient paid executive to supplement the work of our volunteer committees, and we are very fortunate in having Secretary Quinn to handle our affairs for us. From a personal standpoint I have found it a pleasure to work with him.

I believe it is fitting at this time that mention should be made of the death of J. W. McCord, of Columbus, Ohio. Mr. McCord was, at the time of his

death and had been for many years, chairman of our Executive Committee, and the absence of his familiar face and wise counsel is a most severe loss to the association.

This association was one of the first of the commercial organizations to establish compulsory arbitration between its members, and we have always considered this part of our association work to be of the greatest importance. We offer to our members a method whereby they may settle and adjust their trade differences at a minimum cost, and with a minimum loss of time.

The Trade Rules Committee advises members as to their rights in any given controversy, and the work of this committee has resulted in the adjustment by private settlement of many differences which would otherwise have gone through the regular course of arbitration. This is a great work, and the association must use every possible means to support and foster it.

Ever since the association was organized and began its arbitration work there has been at times conflict between the exchanges and the association on matters of jurisdiction. We have such a question before us at this convention, but as the grain exchanges and the boards of trade are so strongly represented in our membership it is folly to assume these differences cannot be adjusted to the satisfaction of everyone. The same men who are responsible for the rules of the exchanges are partly responsible for our rules and arbitration practices, and it must necessarily be feasible for these men to accommodate these rules to each other so that there may be no ground for a controversy.

There is no question but that the boards of trade should have jurisdiction over controversies between their members. There is no question but that this association should have jurisdiction over controversies between its members who are not also members of



JOHN S. GREEN  
Louisville, Ky.



F. G. HORNER  
Evanston, Ill.



E. M. WAYNE  
Delavan, Ill.



G. E. BOOTH  
Chicago, Ill.



C. D. STURTEVANT  
Omaha, Neb.



CHARLES QUINN  
Toledo, Ohio

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any board of trade or grain exchange. The conflict arises when disputes occur between a member of an exchange on the one hand, and a member of another exchange, or no exchange, on the other, both of the parties being members of this association. We recognize rules of the established exchanges whenever contracts are made subject to them, and in such a case if there is a conflict between exchange rules and association rules, the exchange rule should take precedence.

As a member of several of the exchanges it is my firm opinion that the best results would be obtained if a proper method could be devised whereby this association would assume jurisdiction of all trade disputes except those arising between members of the same exchange, and when the transaction and dispute was clearly made subject to rules of such exchange. I believe that our method of arbitration is the most efficient and fairest. It gives to litigants the opportunity of having their disputes adjusted by experts. As we have few oral hearings practically all of our differences are settled by a committee which considers only documentary evidence, and the personal feelings and antagonisms which inevitably arise in an arbitration case where the contestants meet and dispute are very largely absent.

After considerable experience with both exchange and association arbitrations I am very clear that I would prefer to have all of my trade disputes settled by an arbitration committee of this association through mail submittal rather than appear at a hearing where the members of the committee are usually personal friends of one or both contestants, and with the best intentions in the world are necessarily under suspicion of personal bias. The matter of conflict in jurisdiction will be presented to you in detail at a later session by S. P. Mason, chairman of the Trade Rules Committee.

The association is most fortunate in having for chairman of its Transportation Committee a gentle-

man who has had a lifetime of experience in the grain business and in traffic matters, and who in addition is able and willing to give so freely of his valuable time to the work of the association. The Transportation Committee, under the able chairmanship of Mr. Goemann, has at last settled the controversy with the carriers with reference to the so-called deduction for natural shrinkage. This settlement, which we trust is final, is due to the efforts of Mr. Goemann and his committee, and the thanks of this association is particularly due them by reason thereof.

Under present day conditions our legislative work is the most important the association has to do, and we are handicapped by a lack of funds necessary to handle properly such matters. Other trade associations have paid representatives whose sole duty is to represent their interests in Washington, or they employ special counsel for that purpose when necessary. No other interests have any better representation so far as personnel is concerned, but our members all have their own affairs to look after, and Secretary Quinn has many other duties to perform. We should have the necessary financial support to carry on properly the work, and in this connection there has been under consideration for several years the question of raising our annual dues. Certainly \$20 a year is a most inadequate amount for annual dues in an association that carries on as many activities and furnishes its members with such service as does ours. This, I believe, is a matter of policy which should receive the careful consideration of the membership and the Board of Directors.

The most important and outstanding event in the association's current year, was the passage of the McNary-Haugen Bill by Congress, and its veto by the President. Our very able Legislative Committee, assisted by Secretary Quinn and other members of the association who were drafted for that purpose, gave freely of their time and efforts at Washington combatting this measure.

Their efforts with the members of Congress met with failure, although it is certain that a majority of our representatives and senators believed the measure to be unsound, and voted for it only for political reasons. It was, therefore, most fortunate for the farmer, the consumer and the grain trade that President Coolidge refused to be swayed by popular clamor, and had the foresight, the clear understanding and the courage to veto this most pernicious piece of legislation. It is very gratifying that he should have, in his veto message, adopted every major argument which we advanced in opposition to the bill.

The proponents of the McNary-Haugen idea will undoubtedly present to the next Congress, a modified form of the old bill, which will include in its provisions the equalization fee in some form. We are advised that the administration will propose a farm relief measure similar to those considered at the last sessions of Congress, and which were intended to foster the co-operative marketing of farm products. It is certain that other ideas and schemes to help the farmer will be proposed, and in all probability any of these measures will, if enacted into law, be detrimental to the farmer and the grain dealer, and as their avowed object is to increase the cost of food they must necessarily if in any degree successful, injure the consumer.

Political agitation against the grain trade is a popular pastime with our legislators. We have been investigated, legislated against and lambasted by the press, in the halls of Congress and by state legislatures for more than a generation, but in spite of this opposition we have developed the most efficient marketing system the world has ever known.

We perform that most necessary function in the economic life of the country, the distribution of grain. We have saved the farmers billions of dollars by efficient methods, and while, like every other line of business endeavor, the present system has its faults, still it is the product of natural economic development. It continues to improve and develop and grow, and while doing so it functions. It distributes the grain of the country at a lower cost per unit of production than is possible in the case of any other commodity, or than is possible in any other country.

We are, therefore, opposed to any form of legislation that will directly or indirectly break down this efficient system, and that proposes to substitute therefor the untried theories of impractical dreamers, theories based on false statements, incorrect facts and undigested statistics.

We are advised that the policy of the administration will be to foster and support co-operative marketing. Experience has demonstrated that the theory of co-operation is successful when applied to certain farm products, the production of which is confined to restricted areas, and that such success is very largely the result of standardization, improving the quality of the product, marketing only the best grades, and creating a consumptive market by intensive advertising and high-powered sales methods.

None of these factors is properly applicable to the marketing of grain, and it has yet to be demonstrated that any grain pool or co-operative marketing movement has affected any savings or economics as compared with our well-tried and firmly established grain marketing system. As a matter of fact, the present

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system is the greatest and most outstandingly successful co-operative organization in history. The grain markets of this country are open to all. Every producer and every consumer reap the benefit of their efficient organization, and insofar as the merchandising of grain is concerned the margin between the price paid to the producer, and the cost to the consumer, is so small that it leaves no room for any possible saving by co-operation. If co-operation is economically sound, it will, under our American system, demonstrate its inherent soundness by unaided success. It will need no legislation, no subsidy, and no governmental paternalism. If it is unsound no amount of governmental aid will make it successful.

Coupled with most of these measures is some legislative device to enhance values by buying and holding, or selling at a loss the surplus over domestic requirements. In other words by manipulating the market. Our experience teaches us that while manipulation can temporarily change the grain values, it cannot permanently alter the level of prices established by the law of supply and demand. The history of the trade is strewn with the financial corpses of men who have singly and collectively tried to do this. It may be argued that the immense powers and resources of the Federal Government can accomplish what no private individual or association of individuals could do. If we were dealing with a purely domestic problem this might be true, but grain production and distribution is a world problem and includes so many factors not within the control of our Government that we believe any scheme to manipulate artificially prices is doomed to failure, and that the resulting disaster will be all the greater

ing on it today, studying every phase of farm production and marketing. That is a good American way to solve a business problem, first find the trouble and then apply the obvious remedy, whatever it may be.

We are, therefore, in hearty accord with, and will lend our support to, any proposition that will, by sound and economic methods, enhance the value of grain, but we must go to Washington again next winter and oppose to the limit of our ability every legislative attack upon our present efficient grain marketing system, and every proposal that seeks to control or affect prices by manipulative methods.

The results of our efforts in Washington will be largely dependent upon our strength as an organization. If we go there as a weak association of limited membership, representing only a part of the trade, our influence will be small. In this single field of our activities alone we should have the active financial and moral support of every individual and company interested directly or indirectly in the grain trade, and every such individual and company that does not hold membership in the Grain Dealers National Association, either direct or affiliated, is allowing others to fight his battles, and by denying his support is lessening the chances for victory. The results of the membership drive have been published in *Who is Who in the Grain Trade* and the membership is no doubt fully aware of the results that have been accomplished. Thanks of the association are due to the Membership Committee, and to the boosters, particularly to George E. Booth, of Chicago, who, as usual, takes the first prize.

In spite of their hard work and earnest efforts, seconded so ably by Secretary Quinn, our membership is not increasing. This is due in part to the present trend in all lines of business in the direction of combinations and fewer companies engaged in the trade. As a consequence, the number of possible members in our association is decreasing year by year, and that is all the more reason why we must use our most earnest efforts to enroll everyone who is eligible for membership.

I am, therefore, making a most earnest appeal, first to the Membership Committee and the boosters, to not only continue, but to increase their efforts during the coming year; and second, to every grain dealer and member of affiliated trades, to join with

but their efforts and enthusiasm to carry on the work for the Association.

**A Member:** I think we ought to have a speech from Mr. Booth to tell us how he does it.

**The President:** Mr. Booth, you are called upon for a speech.

**Mr. Booth:** I am very glad to be of any help to this Association, and I just want to say that the credit is due to Chicago—to the Chicago grain men and not to myself. I do not believe in two or three years I have gotten but one man outside of Chicago. I have just gotten Chicago grain men to join this Association, and it has not been much trouble. They appreciate the good work that this Association is doing and they are willing to join. It just takes a little time to explain the proposition to them. I think that we should make this Association much larger, and therefore, stronger, and every one of us here can get a new member. It just takes a little time to do it. I am overcome with this prize. I want to resign from the prize contest, but I will be very glad to continue as a booster.

The chairman has wished on me the chairmanship of this "Booster" business for this year. The best time to work is in this convention. Mr. President, would you mind reading the names of the men on the Booster Committee and ask them to meet with me at Parlor "A" at six o'clock this evening. I am very glad to be one of the gang to get members for this Association. It is a worth-while project, and I just want to give credit to Chicago for giving me the memberships. (Applause.)

**The President:** I do not think we can afford to leave Mr. Booth out of the prize contest, but we did seriously consider putting him under a handicap. I might say that one of our directors who is unfortunately absent, made the suggestion that it might be advisable to appoint a special committee to work



GEORGE E. BOOTH  
Winner of the First Booster Prize

because of the immense resources and powers to be used.

Conceding that there is a farm problem, that prices of farm products should be raised to a higher level as compared with the prices of all other commodities, and conceding that all lines of industry, other than agriculture, have successfully weathered the storm of post-war deflation, and that the problem before the country today is to bring agriculture back to parity, how is this to be accomplished? Shall we tax the public and subsidize the farm directly or indirectly by means of an export subsidy? Shall we reduce the tariff and thus theoretically reduce industry and labor to the level of agriculture? Shall we promote co-operative marketing on a national scale and thus theoretically only eliminate the middleman and his profits? Shall we organize the farmer so that he can hold back his products for higher prices? Shall we use any of these, or many other political remedies that have been proposed by the so-called farmers' friends, or shall we apply to the agricultural problem the same methods that industry and the railroads used when confronted by hard times after the war?

They have successfully deflated and have come back to a high degree of prosperity. Agriculture has successfully deflated and has come back, possibly not to such a high degree as other lines, and now we want to bring it to the top. Did industry demand a subsidy or co-operative marketing or an equalization fee? Did they prosper by organizing to hold their products off of the market? Did they increase their profits by reducing their surplus? On the contrary the progress of industry, labor and the railroads is the direct result of the production of additional surplus, but a little additional cost. More products per machine, more profits for the employer, more products per man, and more wages for the man.

Agriculture has done the same thing but not to such a marked degree, and I believe the solution of the farm problem is in the economic field rather than in politics. The best minds in the country are work-



LEO POTISHMAN  
Who Tied for Third Place

us, and by giving us your moral and financial support enable us to continue and increase our activities for the welfare of the grain trade of the United States.

**The President:** I am going to take the liberty to vary the program just slightly to announce the result of the "Booster Drive" for members last year and to present the prizes to the men who have worked so hard for the Association.

Of course, everybody in the business knows George Booth. He has come to be our regular and permanent "first-prize" man, and it gives me very great pleasure to present to Mr. Booth, on behalf of the Association, this very small reward for the wonderful efforts which he made during the past year in getting members for this Association. (Presents prize. Applause.) Twenty members for George Booth.

George is not the only worker we have got, however. We have some other fellows who have been doing a wonderful work for the Association, too, and it gives me great pleasure to present to W. H. Harter, of Minneapolis, for getting 10 members. (Applause.) A. E. Williams and Leo Potishman are tied for third place, and I present a prize to each of them on behalf of the Association, each having obtained eight members. (Applause.) These boosters have done a wonderful work for the Association. We could not exist without them, for we must have new members, we must have new blood. We not only need their money



W. H. HARTER  
Who Won the Second Booster Prize

during the sessions of the convention to round up the men who were here interested in our work but who were not members of our Association. The Board of Directors thought that was a mighty good idea, so, of course, we selected George Booth to head the committee. So these members of this Booster Committee are asked to meet with Mr. Booth in Parlor "A." The members of that committee are: George Booth, chairman; A. S. MacDonald, of Boston; L. H. Connell, of Denver; W. H. Harter, of Minneapolis; D. L. Smith, of Los Angeles; W. F. Beardsley, of St. Louis; Frank Bell, of Milwaukee; Douglas W. King, of San Antonio; C. A. Bulpitt, of Fort Dodge; Roy Welsh, of Omaha; I. C. Harden, of Omaha. These gentlemen are expected to round up the "outlaws" and "brand" them during the convention.

Now, ladies and gentlemen, we come to what is perhaps the most important part of our meeting, and that is the report of the secretary-treasurer upon the activities of the Association during the past year.

## SECRETARY QUINN'S REPORT

**T**HIS is your secretary's fourteenth annual report and in presenting it I will follow the usual custom of going somewhat into detail so that it will present a picture of the association's activities in all its branches during the year.

The various committee chairmen who will report to the convention will deal only in the work of their separate departments, but your secretary, who is in touch with all departments, will endeavor to give you a view of the whole, so that his report may be, not merely a chronology of the work done, but a short history of the grain trade since the last annual meeting.

The association, having been organized in 1896, has completed 31 years of existence. This is a long time in these days of rapid transition. When one considers the increase in the tempo of modern life, and the economic changes that come from new methods,

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new inventions and new ideas, it is not surprising that the association has had many serious problems to face and overcome.

"Progress" has been defined as "an advance in physical, mental or moral development, condition or position." No one will quarrel with this definition. The trouble comes when some new idea is presented. People in general are prone to accept it as progress when it may, in fact, be retrogression. The great danger to true progress, therefore, lies in the refusal to wait and permit new ideas to be tested by time and experience before proclaiming them as an advance over existing methods.

That this is the bane of present day civilization no one who has given the matter serious attention will question. It was only yesterday when men were chained to one location because their only means of transit was the stage coach. Today they can fly to Europe and indeed around the world!

Because great strides have been made in recent years in invention and in the physical sciences generally, the thoughtless at once conclude that progress should be just as rapid in economics, philosophy, religion and metaphysics. Hence we are assailed on all sides by quacks and empirics and by so-called economists and "forward-looking" gentlemen who preach the doctrine that everything that is old is worthless and should be discarded. Because several men have safely negotiated the distance between New York and Paris by airplane it follows, they imply, that the old basic truths of civilization and of life itself are as outgrown as the stage coach.

In the early years of the association's life it had problems, but none of them was of the scope or seriousness of those now confronting the trade. They were problems affecting the actions of individual grain merchants—problems of commercial morality, of transportation, of uniform grades, of trade rules and so forth. But the problems of today involve the very existence of the independent grain trade itself.

It is no longer a question of whether the grain dealers should evolve among themselves a code of ethics so that the relations between man and man should be placed on the highest plane, but it is a question of whether the grain men should be permitted to exist at all.

The "forward-looking" gentlemen would abolish the whole system of grain distribution and substitute therefor a scheme that has never been more than a partial success, and then only in restricted areas. A better illustration of Retrogression in the name of Progress it would be difficult to find.

What has the growth of invention to do with the eternal law of supply and demand, for example? One would think that it had everything to do with it if one listened to the current arguments made by the proponents of Federal legislation in the supposed aid to agriculture.

"The present system of grain distribution," writes one of the most prominent advocates of McNary-Haugenism, "has outlived its usefulness. Progress is shown everywhere except in the distribution of the farmer's products."

A supporter of the Fess Bill said in an interview in the press the other day: "We will blaze the trail in grain distribution as Lindbergh blazed the way to Europe."

Here you have two entirely separate and distinct ideas combined, with the resulting confusion in the popular mind. Because Lindbergh blazed an air trail across the ocean it must follow that there is something wrong with the present system of grain distribution. This is the kind of loose thinking the grain trade is called upon constantly to combat. It is equivalent to saying that because Lindbergh flew to Europe there is something wrong with the law of gravitation, or with evolution or with the Einstein theory. But this is what always happens when politics enters the field of science or economics.

The McNary-Haugen Bill was passed by Congress at its last session and escaped becoming a law only because of the presidential veto. This bill is about as sound in principle as the Lindbergh argument and yet it received a majority of the votes cast in both the House and the Senate!

It is not necessary to relate here the reasons for the passage of the bill. Every grain dealer in the country knows them. Political considerations alone dictated the actions of most of those who supported the measure. Men voted for it, not because they believed in its soundness or had any faith that it would help the farmers, but solely for personal or political reasons. The Democrats and insurgent Republicans wanted to "put the President in a hole" by compelling him to veto it. Others voted for it because they came from farming sections where propaganda had done its work.

No bill introduced in Congress in recent years has been the cause of more log-rolling, more political trading, more scandal. It was only necessary to show a few votes to have any product declared a "basic agricultural commodity." In this way tobacco was included in the bill because the proponents of the measure wanted some votes in Virginia and Tennessee.

Wherever a few votes for the McNary-Haugen Bill could be mustered a trade was made. As an illustra-

tion of the vicious practices employed in the passage of the measure, one political deal will be pointed out and this deal, which was characteristic of several others, shows politics at its worst. The deal involved an arrangement between the supporters of the McNary-Haugen Bill and the enemies of the Parker Coal Bill by which arrangement the former agreed to kill the Parker Bill in the House Committee on Interstate and Foreign Commerce in return for several Pennsylvania votes for the McNary-Haugen measure. This was one of the most vicious things ever seen in Washington. The Parker Coal Bill was designed to put the Federal Government in the coal business, and the Pennsylvanians did not, to be sure, desire that. But they did not hesitate to make a deal with the "farm relief" advocates whereby, in return for keeping the Government out of the coal trade, they would vote to place the self same Government in the grain business!

Congress had twice before decisively defeated the bill, once in 1924 and again in 1926. Its passage last spring just before adjournment was no great surprise to those who had followed the situation closely. The contest over presidential nominees decided the issue. Economies were ignored as they invariably are when the ambitions of men clash.

Had President Coolidge issued his now famous "I do not choose to run" statement before the vote of the McNary-Haugen Bill was taken, there is no doubt that the measure would never have passed. Many of those who voted for it did so in order to embarrass him with the farmers and thus prevent his renomination as his party's standard bearer. Others who supported it knew that he would exercise the veto power and thus prevent the enactment of a bill that was

to its lowest terms the effect of all would be the same.

Secretary Jardine professes to believe that a giant co-operative corporation, supported by great revolving funds supplied by the taxpayers, can remove surpluses from the market and by that very act increase the price of what remains. This is what the Secretary calls "stabilization" and he says that it is neither Government control nor price-fixing.

All the experience of the grain trade with pools has shown that a surplus is not reduced in size by co-operative or joint ownership. Indeed a surplus in the hands of a pool, or a "stabilization corporation" as it is termed by the Secretary, has a more depressing effect on prices than if it were owned by thousands of individuals. Millions of bushels of wheat, under the control of one or a few men who may release the grain at will, would be disastrous to stabilization and would defeat the intent of such legislation.

And how can the Secretary of Agriculture take the position that such a bill will eliminate Government control? It must be obvious that some one must determine the existence and amount of the surplus, the time and quantity to buy and the season and method of release from control. This someone must be either the government advisers or the co-operative management. If the former then there can be no question that the Government controls the situation, and if the latter the control of the Government is there just the same because Uncle Sam becomes the corporation's banker and controls the purse strings.

Could anything be more unsound than this scheme advanced by Secretary Jardine who believes that the farmers themselves should handle this vast speculative machinery, guided only by a farm board composed of politicians and financed wholly by public funds?

To read his jeremiads on the farm situation and then listen to his remedy one would be led to believe that first, the farmers were all hopelessly insolvent, and second that they can be led into the promised land of plenty by simply holding surpluses off the market until such time as restricted supply and restored demand caused prices to reach a "satisfactory" level.

The theory that a great co-operative corporation can stabilize the market or prevent it from fluctuating according to the current conditions of production and consumption, has no foundation. The operations of a corporation that is buying to prevent a low price, or selling to prevent a high price, and not acting for commercial reasons, are more likely to cause instability than to create stability in markets.

An accumulation of commodities in the hands of such a corporation, governed largely by political and not commercial motives, is bound to become a disturbing factor because no one can foretell what it will do or when it will do it. The operations of such a board are sure to create an artificial situation, both when it buys and when it sells.

There is but one thing sure about Secretary Jardine's proposal and that is the farmers will have \$250,000,000 available to purchase surplus products. If prices adjust themselves, or in some manner become stabilized, the \$250,000,000 will become a permanent revolving fund. If they are not stabilized there will be nothing to revolve, the whole amount will be spent, and the farmers will owe the Government a quarter of a billion dollars. Is it difficult to guess what will happen to the revolving fund?

According to the Department of Agriculture's publication "Agricultural Co-operation in the United States", dated August 6, 1927, Vol. V, No. 16, only a little more than 2 per cent of the wheat marketed in the United States for the crop year 1926-27 was handled by wheat pools. To be exact the figure is 2.1. The Department publishes a table showing the wheat marketed by pools since 1921. These figures are illuminating. In no year did the pools handle more than 3.4 per cent of the crop. This was in 1923-24. Since then there has been an annual decline. In 1924-25 the figure was 3.2. The next year it was 2.5 and last year, as already stated, it declined to 2.1 per cent of the crop.

This is all that wheat pooling in the United States has been able to accomplish in six years! If it possessed the virtues claimed for it by its advocates surely it would have made a better showing.

How can Government control advance the pooling method of grain or place it upon a sound basis when, through its inherent weakness, it cannot stand on its own feet?

If the answer of the administration to the McNary-Haugen advocates is the formation of a gigantic wheat pool to cover practically all the wheat growing states, the President might just as well have approved the equalization fee scheme in the last Congress because such a pool can never increase the prices the farmer will receive for his grain.

As pointed out by Professor Erdman, of the University of California, in an article contributed to the American Academy of Political and Social Science, co-operative marketing and pooling present a number of inherent weaknesses. He says:

No farmers' organizations can control the price at which the product is to be sold and sell all its product unless that price also suits the consumer. It is the old story of not being able to make the horse drink after you have led him to



CHARLES QUINN  
Secretary of the Grain Dealers National Association

sure ultimately to discredit any party that sponsored it.

The President is to be commended, of course, for his veto and for the comprehensive message that accompanied it. He saved his party and the country from taking a step that would later have to be retraced with humiliation. It is easy to follow the presidential mind thus far, but it is not so easy to reconcile the veto message with the advocacy of such a bill as the Fess measure which, from the standpoint of soundness, is just as objectionable as the bill he refused to approve. The Fess Bill is the President's alternative to McNary-Haugenism, or "equalization fee-ism."

There is no material difference between the vetoed bill and the one sponsored by the President, except the equalization fee. Mr. Coolidge in the last Congress had no objection to the appropriation of \$250,000,000 of the taxpayers' money, through the Fess Bill, "to purchase, store, merchandise or otherwise dispose" of farm surpluses through co-operative associations.

The Fess Bill was defeated by a decisive vote but it will reappear in the next Congress. "Feelers" have been sent out by Secretary Jardine and Senator Fess in the form of new proposals. There is no material difference between these new bills and the Fess Bill that met defeat. Reduced to the last analysis the latest plan is nothing less than a scheme to hold farm products off the market when prices are low, and thus in effect to maintain the price to the consumer.

There is about the same difference between the Fess Bill and the newest "feelers" as there is between Tweedledee and Tweedledum. In the matter of approach there is some slight difference, but reduced

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W. M. RANDELS  
Enid, Okla.



W. W. MANNING  
Fort Worth, Texas



W. C. COOK  
Ft. Collins, Colo.



L. W. FORBELL  
New York City



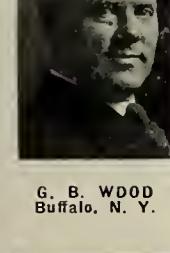
L. H. CONNELL  
Denver, Colo.



G. E. MEECH  
Middletown, Conn.



J. A. STURGES  
Easthampton, Mass.



H. M. STRATTON  
Milwaukee, Wis.



G. B. WOOD  
Buffalo, N. Y.



H. W. REIMANN  
Shelbyville, Ind.

the water. And the co-operative organizations, no matter how powerful, have no way of stopping production so as to maintain any given price.

Every economist of repute in the world recognizes these natural limitations to the co-operative idea. Nothing can be plainer than the fact that by removing from the market the surplus of an over-production it will subsidize a repetition of that over-production the next year. This seems so elementary that it is not necessary to labor the point. President Coolidge saw all this when he vetoed the McNary-Haugen Bill and the language he then used is just as applicable to the new bill that Secretary Jardine is advocating. In the veto message the President said:

Under the proposed plan, as prices are driven up irresistibly by the artificial demand created by the purchases of the board, millions of farmers will do just what anyone else would do under the circumstances, plant and grow all they can in order to take full advantage of a situation which they fear is only temporary.

The chief objection to the bill is that it would not benefit the farmer. To expect to increase prices, and then to maintain them on a higher level, by means of a plan which must necessarily increase production while decreasing consumption, is to fly in the face of an economic law as well established as any law of nature.

Some day all these theories about stabilization and control by means of legislation will be exploded, and then we will have to face a few brutal facts which we should have the sense to face now. Some of these facts are that free and open trading is the best stabilizer of any market; that the only sure remedy for a surplus is a low price, and that the only sure remedy for a deficiency is a high price. These ancient remedies will have to be depended upon in the end, and if, through the exigencies of politics they are ignored, the country will pay a big price for the privilege of returning to fundamentals.

When representatives from the American Society



R. HARDEN  
Hamburg, N. J.



H. R. WILBER  
Jamestown, N. Y.



J. STARK  
Kansas City, Mo.



L. C. McMURTRY  
Pampa, Texas



grain business and care less. We oppose them when they advocate legislation of the effect of which would be disastrous to the farmer, to the country and to the grain dealer. If pooling of grain is sound in principle it should be worked out, not by the Government which has no right to enter private business, but by the farmers themselves. To permit the Government to finance and thus direct the movement is not progress but retrogression. It is a step in the direction of state socialism and a notice to the world that the American farmer has surrendered his heritage which involves the loss of that liberty of action which has made him the most independent citizen in the world.

#### Federal Inspection of Grain

There was introduced in Congress on February 12 a bill to establish Federal inspection of grain. This measure was sponsored by Senator Frazier, of North Dakota, and is known as S. 5696. The object of this bill is to substitute Federal inspection outright for the present system of Federal supervision of grain. The measure would place the Federal department of agriculture in absolute control of all grain inspection and abolish the present system of state and grain exchange inspection.

Should the bill become a law, the Department of Agriculture will not merely supervise the inspection of grain and pass upon appeals, but will hire and pay the wages of all grain inspectors and samplers and collect all the inspection fees. No attempt was made to force the passage of the bill in the last Congress which went out of existence on March 4. The measure was not introduced until late in the session and then the usual legislative jam that accompanies the closing days of every short session prevented it from receiving any attention.

In the new Congress the bill will doubtless be pushed forward. The delegates to this convention



J. R. MURRELL, JR.  
Cedar Rapids, Ia.



D. A. DAILEY  
Rochester, N. Y.



D. B. KEVIL  
Sikeston, Mo.



H. WILLIAMS  
Nashville, Tenn.

## DIRECTORS OF THE GRAIN DEALERS NATIONAL ASSOCIATION



J. W. GREER  
Minneapolis, Minn.



W. J. EDWARDS  
St. Louis, Mo.



W. G. KIRKPATRICK  
Great Falls, Mont.



A. H. HANKERSON  
San Francisco, Cal.

should discuss the measure fully and express their opinion, through an appropriate resolution or otherwise, on the question of Federal inspection. The officers of your association desire that some definite action be taken as a guide to them in handling the matter in the next Congress.

President Sturtevant and F. G. Horner, chairman of the Committee on Legislation, will in their annual reports refer to the effort of the Association to secure the abatement of the tax on future trades in cash and speculative grain. This tax was placed in the revenue bill of 1917 as a war measure. As nearly all the "nuisance" taxes have been removed it is hoped that the joint congressional committee, which is now studying the effect and operation of the existing law, can be prevailed upon to relieve the trade of this annoyance and burden.

#### Transportation

Henry L. Goemann, chairman of the Transportation Committee of the association, will present a full report of the activities of his committee to this convention. Mr. Goemann has attended a number of conferences between shippers' and carriers' committees during the year and he has ably taken care of all matters of a transportation nature that were brought to his attention.

It is with gratification that your secretary is able to report the final settlement of the dispute with the railroads over the deductions to be made in loss and damage claims on bulk grain. This controversy with the carriers has extended over a period of more than a decade. Many conferences were held. At one time it appeared as though a settlement had been reached when the grain merchants agreed to a deduction of one-eighth of 1 per cent, this one-eighth to cover everything, such as so-called "natural shrinkage," "invisible loss" and "scale variation" or "scale tolerance."

The carriers in western territory had been making a deduction of one-quarter of one per cent on corn and one-eighth on other grains. The association has never admitted there was a loss on account of "natural shrinkage," nor has it ever consented to a deduction for "scale tolerance," because the tolerance in scales works both to the advantage and the disadvantage of the carriers.

The question of "invisible loss" is somewhat different, and in order to settle the dispute for all time Mr. Goemann, on behalf of the Association and its 20 affiliated bodies, offered to concede the carriers one-eighth on all grains, with the understanding that this deduction covered all claims of the railroads. Representatives of the carriers accepted this



G. E. BOOTH  
Chicago, Ill.



R. J. STEPHENS  
Spokane, Wash.



L. E. MARSHALL  
Lansing, Mich.



D. M. JOHNSON  
Essex, Vt.

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offer only to repudiate it later when the claim agents in western territory objected.

Further negotiations ensued. At last the railroads agreed to accept the one-eighth on all grains and the whole matter seemed definitely settled. After the lapse of some time, however, the carriers served notice that they intended to deduct another one-eighth of 1 per cent, this time for "scale variation."

A hearing was given to the shippers in Chicago on August 9 at which hearing it developed that the deduction was to be applied, not in loss and damage claims, but in the assessment of freight charges. Mr. Goemann will give the convention a full account of this hearing and the results that are likely to flow from it.

In the last annual report of your secretary mention was made of a bill which was prepared by Mr. Goemann and introduced in the Senate of the United States by the senator from Ohio, Mr. Willis, and in the House by Representative Denison, of Illinois. The purpose of the bill was to "require the prompt set-



EARL A. HOGAN, KANSAS CITY

tlement by common carriers of claims for loss, damage or injury to goods." The bill, if enacted into law, would have amended Section 20 of the Interstate Commerce Act, so that hereafter the question of loss and damage claims would be covered by legislative enactment and not be subject to continual bickering and dispute between carriers and grain shippers. No attempt will now be made by the association to secure the enactment of this legislation in view of the settlement of the controversy over deductions in loss and damage claims and which settlement is based on the aforesaid allowance of one-eighth of 1 per cent.

#### Trade Rules

When C. D. Sturtevant was elected president of the association at the last annual meeting there was doubt that a successor could be found to take his place as chairman of the Trade Rules Committee. Mr. Sturtevant had done such effective educational work among the members that it was believed to be impossible to find anyone who could so adequately carry on his valuable labors.

S. P. Mason, of Sioux City, Iowa, has now been chairman of the Trade Rules Committee for a year and he has filled the position so acceptably that none of the members has observed that a change has taken place in the chairmanship of the committee. Mr. Mason has been a member of the committee for a number of years and thus he gradually prepared for the promotion. His work in answering trade rule inquiries has been most able and shows that he is fully qualified for this important position. He has started in right where Mr. Sturtevant left off and he has continued the work to the complete satisfaction of everyone. The association is indeed indebted to him for his valuable contribution to its efforts to bring to the members a knowledge and appreciation of the trade rules.

Mr. Mason was unfortunately quite ill for several months last spring but he has recovered his wonted good health and is receiving the congratulations of his many friends upon his recovery. During his illness President Sturtevant answered all trade rule questions in addition to his other labors on behalf of the association.

The chairman of the committee will not have any changes to offer to the trade rules at this convention. This is because nothing has transpired during the year to call for changes. No demands have come from any quarter for new rules or for modifications or alterations in the old ones.

Mr. Mason takes the sensible position that no

changes should be made in the rules unless they are absolutely necessary. The rules now are about as perfect as it is humanly possible to get them. They were adopted first in 1902, or 25 years ago. Since then they have been revised or amended 16 times, or at 16 different annual conventions that followed their adoption.

Of course, further changes will be made from time to time as new situations arise. This is inevitable. The grain trade, like every other business, is subject to the law of evolution. Mr. Mason, however, does not believe in change for the mere sake of change, and he is not disposed to present amendments or new rules for the consideration of the convention unless they are obviously required. In this position he, without doubt, has the support of a vast majority of the members.

At the Buffalo convention last October President Sturtevant was directed to appoint a committee of three to visit the New York and Philadelphia markets in an effort to come to an understanding with the members of these exchanges over the meaning and application of Section (b) of Trade Rule No. 2. This section reads:

The word "Terms" shall mean that the weights and grades of a shipment shall be determined in the market agreed upon at the time of sale, it being understood, in addition, that whenever applied to a terminal market the word "Terms" shall be construed to mean that all the rules governing that market shall obtain.

One of our Philadelphia members refused to arbitrate a trade difference before the national association on the ground that he had purchased the grain in dispute on Philadelphia "weights and grades." He construed this contract to mean Philadelphia "terms," and took the position that "weights and grades" and "terms" are interchangeable. The directors of the Commercial Exchange of Philadelphia upheld this position in a resolution. Under Section (b) of Rule No. 2, just quoted, the "weights and grades" of a market are not the "terms" of that



R. W. HALE AND F. E. GILLETTE, NASHVILLE, TENN., AND ED WAYNE, DELAVAN, ILL.

market but merely two of the contractual conditions. Had the Philadelphia member bought the grain subject to Philadelphia "terms" there would have been no controversy and no expulsion because the association would have ruled that the "terms" of a market embrace all of its rules and regulations, and among these rules and regulations local arbitration would, of course, be included.

President Sturtevant appointed F. E. Watkins, of Cleveland, Ohio, former president of the association, chairman of the committee of three, the other two members being Director George E. Booth, of Chicago, and E. W. Knudsen, of New York. The committee held meetings in both New York and Philadelphia and reached a complete understanding with the eastern members over Rule No. 2. The conferences were most harmonious and it developed that the dispute between the eastern exchange members and the association was due entirely to a misunderstanding. The expelled member later applied for reinstatement and the directors of the association voted unanimously to readmit them to membership. Mr. Watkins will make a report of the work of his special committee of three to this convention.

#### Uniform Grades

No important changes were made during the last year in the official grain standards of the United States for grain. There were, however, some relatively minor changes made in the grades for barley.

On June 17, the Secretary of Agriculture signed an order making amendments to the barley grades (Class 1,) to become effective September 15, 1927. The grades affected are Nos. 2, 3 and 4 barley and No. 1 feed barley. The principal changes raise the maximum moisture content permitted in these grades from 14.5 per cent to 15.5 per cent, with some minor changes involving the requirements for sound barley and the percentage of oats and wild oats permitted. The amendments are designed to meet commercial conditions encountered in the inspection and grading of the 1926 crop.

Under these conditions the Uniform Grades Committee of the association has not been very active

during the year. The work of this committee was naturally lightened when the Federal Government took over the inspection of grain following the passage of the Grain Standards Act in 1916. For several years thereafter the committee was kept busy attending hearings given to the trade on the new standards for wheat, corn, oats, rye and barley, but after these grades were adopted little remained for the committee to do except to consider minor amendments to the grades, these amendments being presented from time to time as experience in grading showed their necessity.

#### Arbitration

The following table shows the work of the seven arbitration committees and the arbitration appeals' committee during the year:

Number of cases at the beginning of the convention year .....	21
Number of new cases filed during the year .....	35
Total .....	56
Number of arbitration decisions during the year .....	13
Cases withdrawn .....	4
Cases settled direct .....	8
Cases dismissed .....	2
Cases pending .....	29
Total .....	56
Appeal cases pending at the beginning of the convention year .....	6
Cases appealed during the year .....	5
Total .....	11
Appeal cases decided during the year .....	5
Appeals withdrawn .....	2
Appeal cases pending .....	4
Total .....	11

The number of arbitration cases continues to decline due, no doubt, to the work of the Trade Rules Committee, the able chairman of which answers many trade rule inquiries. These inquiries and the answers of Chairman Mason are published regularly in *Who Is Who in the Grain Trade*. They are read eagerly by prospective plaintiffs in arbitration disputes and in many instances these plaintiffs are dissuaded from prosecuting cases after they have read Mr. Mason's answers. It has become the rule rather than the exception for a prospective plaintiff to ask the chair-



J. H. CALDWELL, ST. LOUIS

man of the Trade Rules Committee for a decision in a hypothetical case before bringing an arbitration action. If Mr. Mason's reply is unfavorable the chances are the case will be dropped. Many disputes that would in times past be arbitrated do not now reach the arbitration calendar.

Another reason for the decline in the number of arbitration cases is doubtless found in the fact that the members as a whole are much better informed on the trade rules. For years the association has been conducting an educational campaign so that the members would know just what was in the trade rules. This campaign is bearing fruit.

It might be interesting to present here a table giving the number of arbitration cases that have been filed annually with the association for the last seven years. This table follows:

Year	Number of Disputes Filed
1921 .....	157
1922 .....	110
1923 .....	81
1924 .....	75
1925 .....	53
1926 .....	48
1927 .....	35

Of course, the years 1921, 1922, 1923 and 1924 were most exceptional. These years followed the great deflation when the grain business was in a most chaotic state. Many members were unable to meet

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their obligations and defaults in contracts were numerous. It is gratifying to know that these abnormal conditions have disappeared and that the grain trade is back where it was before the war, in the number of arbitration cases at least.

There were but two expulsions during the last year. The two members expelled were the Carpenter Grain Company, Battle Creek, Mich., and The Jackson Grain & Milling Company, Jackson, Mich. Both expulsions came as a result of the refusal of the parties to pay awards given against them by arbitration committees. And speaking of expulsions it will also be of interest, no doubt, to present a table giving a list of the expulsions caused by refusal of members either to arbitrate or to pay arbitration awards:

Year	Number of Expulsions
1921	18
1922	23
1923	6
1924	4
1925	9
1926	3
1927	2

Again it will be seen that the deflation troubles following 1920 are reflected in association arbitration. After 1922 the number of expulsions rapidly declined, though in 1925 they showed an increase over the two previous years. In 1926 and again this year they dropped almost to the vanishing point.

The association has seven arbitration committees and these committees decided but 13 cases during the year. This is less than an average of two cases to a committee. A third table, showing the number of arbitration cases decided annually in the last seven years follows:

Year	Number of Arbitration Decisions
1921	93
1922	49
1923	43
1924	37
1925	23
1926	29
1927	13

The above table is presented to show how the labors of the seven arbitration committees have been lightened. Last year the seven committees decided but 13 disputes while in 1921 the number was 93. Surely with this lessened burden the seven committees ought to be able to give prompt decisions in all disputes sent to them. Unfortunately this is not always the case. Some of the committee chairmen are very prompt in handling cases but some of the others do not seem to appreciate the necessity of a quick disposal of all disputes that come to them.

This is not offered as a criticism of the arbitration committees the members of which work for practically no compensation. It is intended merely as a reminder that if the association is to make a complete success of arbitration it must handle all cases expeditiously. When the association solicits new

arose between two members of the Buffalo Corn Exchange and both of these dealers are direct members of the association. Compulsory arbitration is provided in the rules of both the Corn Exchange and the Grain Dealers National Association. One of the parties to the dispute wanted the case arbitrated before the association and the other insisted upon Corn Exchange arbitration. Here was a direct conflict in authority.

The case was submitted to the Board of Directors of the association and the members of this board voted in favor of Corn Exchange arbitration on the ground that the association has never attempted to usurp the functions of regularly organized grain exchanges.

Had the directors voted to compel the member favoring exchange arbitration to arbitrate before the national association a dangerous precedent would have been established. The association would then have taken the positive position that its arbitration superseded exchange arbitration and this would have caused friction between the exchanges and the association. It is manifest that the association has no desire to handle all the arbitration disputes that arise in the grain trade. Disputes between members of grain exchanges should be arbitrated within their exchange, unless both parties desire association arbitration. To take any other position would cause trouble with the exchanges. If the association took the position that they had authority in all arbitration cases between exchange members who belonged to the national we would find it impossible to differentiate between cash trade disputes and disputes covering future trades. The last named cases were never contemplated when our Arbitration Rules were framed.

Your secretary's second suggestion for a change in the arbitration rules is in relation to the disciplining of a member against whom an arbitration award has been made and who does not refuse to pay the said award but apparently is unable to do so.

A rule to cover this situation should be framed. Within the last year one of our members secured a judgment in a civil court against another member. The plaintiff did not ask for arbitration because truly there was nothing to arbitrate. There was no question about the liability of the defendant who freely admitted from the beginning that he owed the sum claimed by the plaintiff. The plaintiff preferred civil action so that he might possibly be able to levy on the property of the defendant. He knew that the defendant would never pay an arbitration award because he did not have the money.

The defendant could not be expelled from the association because under our rules we can expel for but two causes—refusal to arbitrate or refusal to pay an award of an arbitration committee. As there was no arbitration before the association the hands

cases. A rule something like the following has been suggested.

Failure on the part of the defendant to file arbitration papers as provided in these rules shall accrue as a default to the plaintiff, and the Arbitration or Appeal Committee shall thereupon have the power to make their findings based upon the evidence already submitted.

Before suggesting such a rule your secretary took the matter up with the American Arbitration Association, of New York City, and asked that they submit it to their legal department for an opinion. This opinion has been given after an examination of the arbitration laws of the various states and the common law governing contracts.

The opinion is to the effect that while default judgments may be obtained in arbitration cases yet may be secured only after a resort has been had to the courts. In other words, the association cannot give a default judgment by any of its arbitration committees (in event that a defendant refuses to file his papers) until an action is brought in a civil court. If the Association should prove to the court that the defendant had signed an agreement to arbitrate and then had refused to file an answer to the plaintiff's petition, the court would issue an order commanding the defendant to meet the issue. If the defendant still refused to file his papers, Arbitration Committee could then give a default judgment.

It will be seen at once that such a proceeding makes default judgments by an arbitration committee impracticable. The association could not go to the expense of engaging attorneys to appear before courts in the various states in order to obtain default judgments. The law is too cumbersome and unworkable and at present the question of default judgments seems to be one that cannot be worked out at least by a national organization. In arbitration between members of local Chambers of Commerce where the courts are readily accessible default



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K. B. Pierce, John E. Brennan, and W. M. Hirshey

judgments in arbitration disputes may be secured without loss of time and with little expense. As the national association has members in nearly all of the 48 states, and as practically all of our arbitration disputes are of an interstate character, the expense of soliciting the aid of the courts in all these states would be prohibitive, while the delays would rob the rule of any value it might otherwise possess.

#### Membership

The membership of the association—direct, associate and affiliated, is as follows:

#### DIRECT AND ASSOCIATE

Number of direct and associate members on October 18, 1926 .....	1,163
Direct and associate members secured since the last convention .....	176

Total ..... 1,339

Direct and associate members in good standing on October 8, 1927 ..... 1,079

Number of delinquents ..... 53

Direct and associate members lost during the year from the following causes:

Resignations ..... 129

Gone out of business ..... 40

Dropped for non-payment of dues ..... 35

Expelled ..... 2

Dropped from membership list for Violation of Section Five of the Grain Standards Act ..... 1

Total ..... 1,339

#### AFFILIATED MEMBERS

Affiliated members reported at the last convention .....	2,406
Affiliated members on October 8, 1927 .....	2,324

Decrease ..... 82



A COLORADO GROUP

L. G. Lowe, Sidney; L. H. Connell, Denver; Glenn Morris, Sterling; M. C. Dolan and J. A. Moore, Denver

members one of its claims is that it not only enjoins compulsory arbitration upon its members, but that it handles all cases much more quickly than they could be disposed of in the civil courts—and at no expense to the successful litigants, while even the parties who lose the decisions pay but a nominal fee.

This boast must be made good. Arbitration cases should not be pigeonholed in the desks of committee members and allowed to remain there for weeks and months. If the association cannot dispose of its cases with expedition its prestige is sure to suffer. While the arbitrators have their own private business to look after, nevertheless they should handle all cases with as little delay as possible or refuse to accept appointments on the committees.

Your secretary would suggest that at least two changes be made in the arbitration rules. Both of these suggested changes are the result of disputes that arose during the last year.

The first suggestion is that the arbitration rules be amended so as to provide that there shall be no conflict in authority between the grain exchanges and the association. A rule should be written defining definitely the jurisdiction of each. A case

defendant stated that he would pay the civil court judgment "as soon as he was able to do so." He did not try to escape payment and never questioned the justice of the judgment. All he would say was that he would pay "when he could."

He has never paid the judgment and will never pay it unless his fortunes take a turn for the better, and yet he was a member of the association for nearly a year after the court judgment was given. In all that time he was doing business as a member of the association though he was in no position to meet his just obligations.

Your secretary thinks that something should be done to remove such dealers from the membership rolls. It is not enough to acknowledge a debt and say you will pay it, but you must pay it within a reasonable time. Only solvent dealers should be allowed to do business as members of the association, otherwise the motto "They Observe Their Contracts," which motto we print at the head of our membership lists, has no meaning.

For some time there has been a demand on the part of members that the association formulate a rule providing for default judgments in arbitration

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DIRECT, ASSOCIATE AND AFFILIATED		
Total number of direct, associate and affiliated members reported at the last convention .....	3,569	
Total number of direct, associate and affiliated members on October 8, 1927..	3,456	
Decrease .....	113	

It may be of interest to present herewith a table showing the number of new members secured each year since 1914 (the year that saw the inauguration of the world war and also the year that marked the beginning of your secretary's tenure of office):

Year	New Members	Members Lost
1914	140	118
1915	216	132
1916	233	113
1917	231	106
1918	309	133
1919	361	160
1920	603	198
1921	363	402
1922	142	495
1923	158	366
1924	147	263
1925	201	232
1926	207	224
1927	176	207
Total .....	3,487	3,149

As will be seen by the foregoing table 3,487 new members were secured in the last 14 years and 3,149 members were lost for various causes such as resignations, gone out of business, dropped for non-payment of dues and expelled. During the last year the name of one member was removed from the rolls for violations of Section 5 of the Grain Standards Act. The following table gives in detail the reasons for the loss of the members each year.

Year	Resigned	Out of business	Non-Pay ment of dues	Expelled
1914	53	10	55	..
1915	51	24	57	..
1916	70	24	18	1
1917	55	44	5	2
1918	56	64	8	5
1919	95	52	9	4
1920	84	100	8	6
1921	176	119	54	23
1922	217	170	90	18
1923	198	64	98	6
1924	148	75	36	4
1925	129	61	33	9
1926	116	71	34	3
1927	129	40	35	2
Total .....	948	83		

The above table discloses the fact that in the last 14 years 83 members have been expelled from the association for refusal to arbitrate or refusal to pay arbitration awards. This is an average of about six members a year.

At first sight this would appear to be a high average but it must be remembered that since 1914 the number of arbitration cases formally started with your secretary totalled 1,023, or a yearly average slightly in excess of 73. And this does not take into account the number of informal disputes that arose in the 14 years and that never reached the arbitration dockets but were settled direct through the agency of your secretary. The number of such cases must be in the neighborhood of 500.

The two tables show the effects of the world war on the grain trade. In 1914, the first year of the war, but 140 new members were secured. The number rose each year as the war progressed and national prosperity was generally diffused throughout the country. It reached its peak in 1920 when 603 new members were taken into the fold. The number of members lost to the association was relatively small during these seven years. Then a different story begins to unfold. The great deflation set in and war prosperity was at an end. The number of new members secured declined while the number of members lost increased. This has been the general history of all trade organizations from 1914 until now.

An interesting feature of the tables may be found in the number of grain concerns that went out of business in the 14 years. While the war prosperity lasted the number of firms that retired was relatively small but in 1920 it reached the 100 mark and in the following year 149 quit the grain trade. In 1923 grain men seem to have been hit the hardest because in that year 170 members went out of business. During the 14 years the total number of members who retired from the grain trade was 948.

The above tables are presented because they throw light upon the wonderful work of the boosters who year after year have struggled manfully to repair the losses caused by resignations, going out of business, expulsions, etc. It is only too trite to say that no trade organization can exist unless new blood is constantly brought into it. Misfortune, death and other causes operate constantly to deplete the ranks and these ranks must be filled up. It is a never ending struggle.

During the last year the association, your secretary is pleased to state, affiliated another organization when the directors voted to admit the Central Retail Feed Association, with headquarters in Milwaukee, Wis. This affiliation was secured through the able co-operation of W. A. Hottenscn, of Milwaukee.

The admission of this latest organization gives the association 20 affiliated bodies, of which number four are exclusively feed associations.

President Sturtevant will at this convention award

four prizes to the four highest members in the Roll of Honor list, this list containing the names of those who secured new members since the last annual meeting. The four prize winners are: George E. Booth, Chicago; W. H. Harter, Minneapolis; Leo Potishman, Fort Worth, Texas, and A. E. Williams, Cleveland, Ohio.

Mr. Booth secured 20 new members and the other three tied for second place with eight new members each, when the booster campaign formally closed. Each of the three had at that time obtained signatures to eight applications. After the close of the canvas Mr. Harter secured two more making 10 as his final count.

It would be impossible to speak in too fulsome a manner concerning the unselfish efforts of the members of the Association to secure applications during the year. An idea of the extent of the co-operation obtained will be found in the statement that 84 names appear on the Roll of Honor list. Of this number, 56 landed one new member each; 12 boosters secured two each; seven of them each induced three to come into the fold; three got four new members each and one booster landed five; two obtained eight new members each and one secured 10. President Sturtevant coaxed 12 to join and Mr. Booth brought in 20 applications.

At the Buffalo convention last October cards were distributed among about 100 members, these cards pledging the signer to secure at least one new member for the Association before the next annual meeting. The Buffalo convention also adopted the slogan "Every Member Get a Member!" A number of those who signed the cards later made good their pledge but some of them did not. It would be unfair to state that those who did not obtain a new member



C. E. PATTERSON, TOLEDO; S. L. RICE, METAMORA, O.

failed because of lack of effort. Doubtless they all tried earnestly to get at least one application.

The Buffalo experiment on the whole proved a great success and at the Omaha convention it will be continued. Pledge cards have been printed and will be distributed at this meeting.

Trade methods and political conditions change but securing new members, like the eternal brook, goes on forever. No matter what the Washington policy toward the organized, independent grain trade may be; no matter how economic conditions in Europe may change, and no matter how the domestic grain trade may itself undergo changes because of prohibition, the automobile or other causes, the question of securing new members remains. How are these new members to be brought into the association?

It is manifest that the members themselves must get them. The association has but one paid official, its secretary. Were the organization of a local or state character the secretary would be expected to do most of the booster work, but in a national association covering the whole 48 states it is apparent that no one man could cover the territory and take care of the other work of the office.

The members of the Association understand this and they have responded nobly. In the 14 years covered by the accompanying table 3,487 new members were secured. It was the members themselves who got these applications. The figures tell the story in a most emphatic and convincing way. There are few trade organizations indeed that can boast of such loyalty and devotion on the part of its members, and your secretary wishes publicly to state his great appreciation of their splendid labors.

#### Death of J. W. McCord

In the passing of J. W. McCord, known affectionately as "Uncle Joe" McCord, the association lost one of its charter members and a man who possessed the esteem of every grain dealer. Mr. McCord died at his home in Columbus, Ohio, on April 27, in his seventy-seventh year. He was connected with the grain trade

#### Forty-Sixth Year

for more than half a century and for the last 30 years he was closely associated with the growth and development of the Grain Dealers National Association. He served as a director in the association almost from its inception and for nearly 20 years he was chairman of the Executive Committee.

In the last two decades the commercial world has taken trade organizations for granted. Everyone now appreciates their great value, but this was not always so. In the early days there was much apathy and sometimes actual hostility toward a trade association. Many grain dealers could not see the benefits to be derived from membership. Lacking the prescience to forecast the future with its marvelous industrial development and its great combinations they held aloof. They could not understand that the individual must combine with others of his kind if his interests were to be preserved. Mr. McCord played a prominent part, both in the organization of the Association and in the fight for its recognition among the grain dealers of the nation. He rendered much valuable service to the national, both as a pioneer worker and in the reconstruction following the world war.

The members of the association will always keep green the memory of this kindly and self-effacing gentleman who did so much for the organized grain trade of this country.

#### Financial Statement

Presented herewith is the financial statement of the association for the current convention year. This statement shows a surplus amounting to \$11,463.72. It is most gratifying to state that this is an increase of \$726.82 over last year, when your secretary reported a surplus of \$10,736.90.

This is especially pleasing when it is remembered that the association has been under heavy expenses, especially with reference to legislative work. It shows that the resources of the organization are carefully husbanded and that no money has been spent except when it was absolutely needed to further the work of the association.

The increase in the surplus is cause for further gratification when it is remembered that there was a slight decrease in the membership.

Each year the books of the association are audited by chartered accountants and their reports are presented to the Auditing Committee appointed at the convention. Following is the financial statement:

#### FINANCIAL STATEMENT COVERING THE PERIOD FROM OCTOBER 18, 1926, TO OCTOBER 10, 1927.

INCLUSIVE.	
Cash on hand last report.....	\$ 4,736.90
United States Liberty Bonds..	5,000.00
Certificate of deposit.....	1,000.00
<b>RECEIPTS</b>	
Direct Dues .....	\$18,260.50
Direct memberships .....	3,353.00
Associate dues .....	448.50
Associate memberships .....	58.50
Regular subscription to "Who is Who" .....	603.00
Affiliated subscription to "Who is Who" .....	1,088.75
"Who is Who" advertising.....	14,020.11
Sundries .....	37.53
Arbitration deposit fees.....	1,695.00
Affiliated dues .....	1,088.75
Investments .....	252.50
Subscription to Vol. 1, Arbitration and Appeals Decisions...	5.00
Subscriptions to Briefs on Co-operation .....	24.00
Total Receipts .....	\$40,935.14
<b>Grand Total .....</b>	
	\$51,672.04
<b>EXPENDITURES</b>	
Salaries .....	\$13,844.09
Office supplies .....	1,254.84
Express and telegrams.....	133.55
General Printing .....	233.20
"Who is Who in the Grain Trade"	12,552.96
Office Rent .....	1,962.60
Telephone rent and tolls.....	137.00
Refund arbitration fees.....	975.00
Legislative Expense .....	1,803.01
Officers' traveling expense.....	701.48
Secretary's traveling expense...	806.06
Postage .....	1,325.00
Sundries .....	139.74
Convention expense .....	2,628.03
Arbitration expense .....	957.11
Transportation expense .....	754.65
	\$40,208.32
<b>In Bank:</b>	
Commercial account .....	\$ 5,136.72
United States Liberty Bonds..	5,000.00
Certificate of deposit.....	1,000.00
Petty cash account.....	327.00
	\$11,463.72
<b>Conclusion</b>	
Your secretary desires before closing this report, to pay a little personal tribute of respect and admiration to your president, C. D. Sturtevant, who has served you so faithfully since the last annual convention.	
In the first year of his presidency Mr. Sturtevant has completely measured up to the responsibilities	

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you entrusted to him at the Buffalo meeting a year ago. He has been one of the most efficient and able executives the association has ever had. He has never hesitated for a moment to give his valuable time and talents to your service whenever called upon, and it may be taken for granted that his personal sacrifices have been many. The members of the association are indebted to him, far more than they realize, for the work he has done in their behalf in the last year. It has been a great pleasure, as well as a privilege, to work with this man whose zeal is matched only by his modesty. His one ambition has been to serve you to the very limit of his ability.

To Henry L. Goemann, chairman of your Transportation Committee; F. G. Horner, chairman of the Legislative Committee; S. P. Mason, chairman of the Trade Rules Committee and the chairmen and members of the Arbitration Committees, your secretary wishes to extend his thanks for their co-operation and many acts of kindness during the year. They have labored earnestly and with unusual ability to carry forward the work of the association. Your secretary has for a number of years brought to your attention the unselfishness of Mr. Goemann who has given so much of his time and ability in the effort to solve your transportation problems. Since the association pays only his hotel and traveling expenses your secretary believes the very least that can be done is to again draw your attention to his devotion to your interests.

The chairman and members of the other committees likewise give their time without compensation and to them too you are indebted for their unselfish labors. Answering trade rule inquiries and arbitrating trade disputes give little opportunity for heroics or newspaper recognition. It is arduous labor and it is undertaken only by men who have developed a keen sense of social and business responsibility.

**The President:** We are going to make a record this morning. We are going to get through on time.

**Mr. MacDonald:** I wanted to say just a word about Secretary Quinn's report. Is it in order?

**The President:** Yes.

**Mr. MacDonald:** This report was completed a few days ago, just in time to distribute it to the directors, and it seemed to be the unanimous sentiment of the board that it was the best report that had ever been made by Secretary Quinn, and the suggestion was made that it would be fine to get these things out to the members before the convention, so that they could read them. It was deemed to be practicable, but I would like to go on record with the urgent request that the members make an especial effort to read this report. It will well repay them for their time, and if they read it afterwards they will not be much the loser as far as the delay is concerned, but everybody should read it and I hope they will.

**The President:** It becomes the duty of the president at this time to appoint committees to function during the convention. I would like to now announce the personnel of these committees:

Nominations Committee: Bert J. Dow, Davenport, Iowa, chairman; E. M. Wayne, James L. King, B. E. Clement, Fred Hoose, O. F. Bast, J. H. Caldwell.

Resolutions Committee: E. C. Eikenberry, Camden, Ohio, chairman; H. I. Baldwin, R. W. Hale, H. L. MacIntyre, W. J. Edwards, L. F. Gates.

Booster Committee: George Booth, Chicago, chairman; A. S. MacDonald, L. H. Connell, W. H. Harter, D. L. Smith, W. F. Beardsley, Frank Bell, Douglas W. King, C. A. Bulpitt, Roy Welsh, I. C. Harden.

Auditing Committee: Henry Rumsey, Chicago, chairman; C. W. Childress, Glen Morris.

Special committee to consider recommendations of the president and secretary in their annual report: S. P. Mason, Sioux City, Iowa, chairman; A. S. MacDonald, George B. Wood, H. W. Reimann, W. A. Hotzten.

Unless there is some further business to come before the meeting, we are adjourned until 9:30 tomorrow morning.

gressman Newton is here today to talk to us about the McNary-Haugen Bill. Congressman Newton.

## THE McNARY-HAUGEN BILL

**M**R. PRESIDENT and members of the grain convention and some of my personal friends who are here in the audience. Not being a practical grain man and not being a farmer, I suppose that qualifies me to talk on the McNary-Haugen Bill. At least, in Congress, we have gotten much advice from those knowing probably no more about the farmer than I do and certainly no more about the grain business, and the marketing and disposition of farm products. The last session of Congress witnessed the passing of the so-called McNary-Haugen Bill through both houses of Congress by narrow margins, only to meet with the expected veto of the President, because the bill violated economic laws, violated constitutional provisions, and, instead of helping and aiding the farmer, it would have ruined him, and we all give honor and credit to the President of the United States for his wisdom and courage in vetoing that legislation. (Applause).

The war stimulated the demand for the product of both factory and farm, and that tremendous demand that was started during the period of the war, of course, kept up during the year or two following the close of the war, and with that tremendous demand there was inflation of prices, and, of course, along with the inflation of prices of products came the inflation of the values of land. The prices of all farm products mounted during the days of the war and kept up until about 1920, and along with that tremendous rise was a great increase in farm values and in the prices paid for farm land. The 1910 and 1920

been excluded entirely, or else their importation has been greatly curtailed.

Then there were a number of other measures. A representative of the "dirt" farmer was placed on the Federal Reserve Board. Co-operative marketing was encouraged through the effect of two or three measures. The powers of the War Finance Corporation were extended. The powers and activities of the Federal Farm Loan Board were extended. An intermediate credit bank was established.

So that there have been an evident purpose and desire on the part of Congress to do everything that could be done in any sound and effective way to relieve the situation. The condition of the farmer has improved. No one can deny that. It has materially improved, but it is not where we would like to have it, and possibly further improvement can come by means of additional legislation, and, if it can, it ought to be passed, but, of course, there are some things that no legislative body can do. Congress can not pass any legislation that is going to put back these inflated farm values, where they were jumped far beyond what any land ought to sell for that is going to be used for agricultural purposes. It cannot be done. Congress can not pass legislation that is going to restore the fertility to an impoverished soil, and there are other things which can not be done by legislation, and some of those things are material factors in reference to the present condition of a good many farmers.

Now, there has been one particular type of legislation that has been before Congress since 1923, and that is the McNary-Haugen type and form of legislative relief. The first bill was passed out of committee by a very narrow margin in the House in the spring



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census show that in my own state of Minnesota, for example, the average price of farm land jumped from about \$36 per acre in 1910 to about \$90 per acre in 1920, which is a tremendous increase. In Iowa the price jumped, if my recollection is correct, from \$80 an acre in 1910 to close to \$200 per acre in 1920. Other corn belt states do not show as great an advance as that, but there were substantial increases, and, of course, most of that was purely speculative value. After this booming of values must inevitably come a great fall in those values, and of course that has hurt the majority of the farmers. It has hurt the business men, and we have had all sorts of effects and consequences from it. Everybody in Congress, so far as I know, has been anxious, from the period of the slump in 1920 up to the present time to do everything that can be done by legislation to legitimately relieve the situation, and, with that in mind we have passed in Congress something like 23 or 24 different measures with the idea of meeting this situation and helping the farmer through the period of readjustment. First and foremost was the emergency tariff bill of 1921, pertaining exclusively to products of the farm. Then in 1922, when the Fordney-McCumber Tariff Bill became a law, the rates in the emergency bill were in many instances increased, and it can be said without fear of successful contradiction that in the present tariff law the agricultural interests have gotten every schedule and rate that they went after, and they have as the result of that obtained tremendous benefits from the Fordney-McCumber Tariff rates.

In addition to that, since then the tariff on wheat, which was on the free list, in place of 30 cents, has jumped to 42 cents through the flexible provisions. There has been an increase of the rates on butter and I think one or two other products, and those flexible provisions still remain where, upon a further showing, the rates can be increased not to exceed 50 per cent, so that if there is need of still further increasing some of those original schedules, that can be done. By reason of that, much of the farm products from abroad, which would have come in here, have

of 1924. You will note it was just preceding the presidential election. A very vigorous and strong minority report was made by several of the members of the Committee on Agriculture. The bill came up for consideration in May of 1924 and was very thoroughly debated and considered in the House and very decisively defeated. It sought to meet the then existing situation of the farmer, from which it appeared that the prices that he was receiving for his products were out of line with the prices that other commodities, non-agricultural commodities, were bringing, that is, comparing those prices with the pre-war prices that both received. And so a ratio price scheme was devised and embodied in the first Haugen Bill, whereby prices would be fixed by this governmental agency so as to be comparable with the prices paid for the non-agricultural commodities. The Department of Labor has for years been collecting statistics and compiling what is known as an "All-Commodities Index" and that was to be the basis of this ratio-price scheme. It was purely a price fixing measure and was frankly so stated, and the committee which reported this to the House admitted to the House that the scheme, not only the price fixing scheme but everything else connected with it, was novel and unique, and without legislative precedent. It met with defeat. The agitation for it subsided to a considerable extent but broke out again during the winter of 1926, just preceding the Congressional election.

Whereas the first Haugen Bill has been frankly a price fixing scheme through the ratio-price, the second one was somewhat different and had dropped out the ratio price scheme, and this governmental agency, the Federal Farm Board, was to fix prices on the commodities mentioned, so that they would equal the world price of those commodities, that is, the price abroad plus the tariff and plus the freight charges from the nearest competitive point. Now, originally the commodities embodied were more extensive than in any of the succeeding bills. For instance, in the first Haugen Bill sheep were included and rice was included and cattle and all of the products of sheep,

## Tuesday Morning Session

The meeting was called to order by President Sturtevant.

There was little delay in calling the meeting to order on the morning of the second day. Due allowance having been made in the program for visiting time in the afternoon, the delegates in most cases had nothing to distract them in the morning.

**The President:** One of the pleasant duties which devolve upon the chairman of this organization is to introduce the distinguished speakers who come here to talk to us at our annual convention. We have, as you all know, been greatly favored in this respect in the past. We have had men of national reputation and men of international reputation to come and talk to us and tell us about our problems and some of theirs. We are very greatly favored today in having with us Congressman Walter H. Newton of Minneapolis, who has served his district in Congress for five terms and has taken an active and very important part in the legislative program of this country. Con-

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cattle and swine. In the second Haugen Bill sheep were left out and butter was inserted, (which, as I recall it, was not in the first Haugen Bill), and cotton the great staple crop of the South, was included. The framers of the measure wholly ignored the fact that a scheme which would fit cotton, where there is no tariff, where we export 60 per cent of what we produce and only purchase 40 per cent, would not meet the situation as to wheat, but, nevertheless, through a desire to get the votes that were down there in the South, to take advantage of the then lower price of cotton, cotton was included, and additional votes were obtained. That measure was reported out of committee but without a majority report of the committee behind it. The committee reported out three different bills, the McNary-Haugen Bill, the Capper Bill, which took public monies from the treasury and loaned it to co-operatives in order to carry over the crop, and the so-called Aswell Bill, which tried to meet the situation in an entirely different way. Those three measures were reported out, neither one of them having the sanction of a committee of Congress. The reason that was done was because the committee members themselves were unable to agree after their deliberations as to just what sort of a measure was the one that should be passed in order to relieve the situation.

Now, let me say right here that the committees of Congress are made up with the idea of making the committees truly representative of the House as a whole. We must legislate through committees, and so, in the picking out of a Committee on Agriculture, the majority and minority parties are considered, and I think the Committee on Agriculture at that particular time had a membership of 21, which it now has, and the proportion was 12 majority members to 9 minority. Today the proportion, I think, is 13 and 8. So that you have both parties represented. Then, there is considered the geographic areas, so that you will get a cotton man on the committee, a man from the wheat section, a man from the corn section and so on. Then, also, so as to have it truly representative, there are also on the committee members from the consuming sections, a man from the East, a man from the Middle West, like Chicago, and so on, the whole purpose of it being to make that committee a cross-section of the House, so that whenever it has concluded its deliberations, it will most probably reflect the judgment of the House.

That committee was unable to agree among themselves and finally reported all three measures, which came up for consideration. Again there was an extensive debate with the result that no legislation was passed during the 1926 session.

## Agitation Renewed

Immediately upon the convening of the session last winter the agitation was again begun with increased strength. Originally, the advocates of the Haugen Bill were almost altogether those coming from the farmers or from farm organizations representing practical farmers. But you can appreciate the fact that with land values down and with the effect of bad farming conditions in communities and effects on business intimately connected with the farmer, that they were able to increase their ranks and they did so, and in 1926 there were some bankers and investment men and land men who went over to the Haugen idea. In 1927 it was perfectly apparent in Washington that partisan politics was creeping into it, and, as is often the case, situations of that kind will be used for purely political purposes, and no one can look over the situation as it was in 1927, during the consideration of the last bill, without being convinced of the fact that there was a great deal of politics, not having any real consideration for the farmer or anybody identified with him, that entered into the tremendous power, pressure and propaganda that was behind that measure.

So it came up again. It was reported out of committee and considered in the House, and, as I recall it, there were 11 members of the committee for the Haugen Bill and 10 against it. We had that very even balance and disagreement among the committee members even last year in reference to the wisdom of it. This bill was changed somewhat in the powers given to the Federal board. There still remained the power to fix prices, but the "yard stick" which had been in the second Haugen Bill, that is, fixing prices equaling the world prices plus the tariff and plus the transportation charges, had been eliminated, and in the third Haugen Bill there was no restriction or limitation whatever upon the Federal Farm Board in the fixing of prices. It was wholly within the sound discretion of the board. The thought all of the time being that, of course, they would fix a price that was equal to the world price plus the tariff.

There was eliminated in the third Haugen Bill the embargo provisions which were in the first Haugen Bill and in the second Haugen Bill, it being appreciated by the advocates in the first instance that, in order to make it practicable, there must be an embargo to keep importations of products from abroad in order to get the advantage of the high prices here. But, an embargo has always been unpopular in this country and an embargo was unpopular on the floor of the House, and it was very severely attacked, and so the embargo feature was left out of the third Haugen Bill, although from a practical standpoint of

administering the act the embargo should certainly be there.

Then, in addition to the elimination of the embargo provision, cattle were left out of the bill, sheep had been eliminated in the second bill. Butter was eliminated on the third bill, and in the place of cattle and butter we find those great staple food commodities that we Americans eat so much of—rice and tobacco. Those were designated "basic commodities." One member got up very seriously, and calling attention to the fact of how much more rice we consumed here in this country than they did over in China and so on, asked the question about what kind of tobacco did this apply to—was it smoking or chewing tobacco? (Laughter)

Now, why was rice put in there? Rice was put in over in the Senate in order to get some support from a particular area of the country and nothing else. It was not a basic commodity in this country. The amount produced here is infinitesimal. It was put in there in order to get a sufficient number of votes. It was a purely political maneuver. Why was tobacco put in? Not because it was a basic commodity. The advocates of the Haugen Bill apparently think that Congress can do everything that it wants to, that it can establish a fact when it is not a fact, and, of course, all they thought was needed to make a thing a basic commodity was to have Congress say so. So, when you smoke or use the chewing kind of tobacco, remember, that congressionally speaking, you are consuming a great basic necessity of life. (Laughter)

Now, the third Haugen Bill we were considering in the House at the time it passed the Senate and we had gotten fairly well along in its consideration when the Senate bill came along. The Senate bill would regularly be referred to the Committee on Agricul-

ture, being a separate and distinct bill, and would then be subject to be reported out. It was somewhat different from the House bill. There were about 24 amendments to the Senate bill, changes wherein it was different from the House bill. Some of them were not of great importance, but those changes were sufficiently important so that they did not want them deliberated on or discussed in committee, and the committee reported out the Senate bill and it was considered in the House in lieu of the regular House bill, without any deliberation whatever by the House Committee upon these changes.

Now, what were some of these changes? One of them put in a provision for price insurance. A man could speculate to his heart's content under these provisions and then make arrangements out of Government monies to protect him against his losses. That was inserted in the Senate with practically no discussion in the Senate, and it was put into the House bill and there was no deliberation in the committee of the House upon this provision, and practically no discussion upon the floor of the House.

**The Line of Least Resistance**

Now, that kind of deliberation was lacking throughout the consideration of the three Haugen Bills and much more so in the consideration of this last Haugen Bill. I haven't any doubt but what if there had been the opportunity for free and frank discussion and interchange of ideas, without reference to what was going to be done at Home that we would have had some legislation during the period of 1924, 1926 or 1927. The cotton farmer would have been far better off this last year in order to meet his problems if Congress had passed the Capper-Tincher Bill of 1926 in lieu of the 1926 Haugen Bill. They admit it. They know it. But the men from those Southern States had been told that the cotton farmer would not stand for it, and in the meantime there had been practically no counter-attempt to educate public opinion, and so they went along the line of least resistance and voted for it.

Now, what are the inherent weaknesses of the Haugen type of legislation? The main problem, as they assert it, was the disposition of a surplus on certain commodities, so that any legislation ought to be directed to the cause of that surplus, in an effort to remove the cause as well as to make some disposition of the surplus that could not otherwise be moved, and in so doing not to invite the producer to increase his surplus and thereby aggravate the existing situation. Now, the Haugen Bill violated that sound principle in that it invited the farmer to increase his acreage, thereby increasing his production and eventually aggravating the existing situation. Everybody knows, of course, that after a year of high prices of wheat the next year finds an increased acreage. I am speaking generally. In the period of 1917 and 1918, with the tremendous demand for wheat and the high prices, the acreage increased over 50 per cent, and cotton during the same period about 50 per cent, and when there have been high prices on those commodities since that time it has been reflected in increased acreages the next year. That is perfectly natural, and by the putting forth of this scheme the producers of those commodities were led to believe that by reason of its operation they would obtain more money than what they had obtained before. That constitutes an invitation to further increase the existing surplus and that can only lead to eventual disaster.

Secondly, this bill was likewise a pure price-fixing measure, although the phraseology had been changed. The board were to go out and contract for the purchasing of this crop. Their's was the right to determine what the farmer was to receive and what the consumer was to pay. Throughout the entire discussion of the Haugen Bill there never was a member that took the floor of the House and traced a wheat transaction from beginning to end. The reason for it was perfectly obvious. In the first place they did not know enough about it in order to do it, and, in the second place they must have been advised that



JOHN O'BRIEN, EL RENO; F. J. OLSON, OKLAHOMA CITY, OKLA.

ture, being a separate and distinct bill, and would then be subject to be reported out. It was somewhat different from the House bill. There were about 24 amendments to the Senate bill, changes wherein it was different from the House bill. Some of them were not of great importance, but those changes were sufficiently important so that they did not want them deliberated on or discussed in committee, and the committee reported out the Senate bill and it was considered in the House in lieu of the regular House bill, without any deliberation whatever by the House Committee upon these changes.

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Another provision which was inserted in the Senate was a distinction with reference to tobacco. The board was permitted to distinguish between different grades of tobacco in fixing equalization fees. Some of us fellows from the North had insisted that that be done in reference to wheat in all fairness to the producers of the high protein content milling quality of wheat, but we could not get anywhere in advocating that, and yet tobacco was divided so as to meet that particular situation.

Then there was the provision inserted over in the Senate making it possible to take \$25,000,000 of Government money and turn it over to the co-operatives for the purpose of buying terminals and so on. Everybody knowing anything about the bill in the House—I don't know about the Senate—knew that was inserted in there for one reason only, and that was to make possible the purchase of some terminals in Chicago

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it would have been fatal to do so because of the picking of flaws in it. In talking in the cloak room with the members, the prominent advocates of it never agreed as to just how this scheme was to operate. For instance, it was claimed by one member that immediately upon the putting into effect of this control by this Federal Farm Board they would then fix the price and go out and buy the wheat, fix the price at a certain price plus the tariff and the freight, and go out and pay the farmer that much for the wheat. That would be the fair way to do it, because then the farmer who would sell in the first instance would get the same price that the farmer would receive some time later who did not have to sell. They would all pay the same equalizing fee and they ought to have the same price on comparable grades, with allowances for transportation and so on. Others claimed that the board would merely go in and buy 5,000,000, 10,000,000, or 15,000,000 bushels at a time until finally they had cleaned up the surplus, got it all on hand ready to dispose of abroad, and that the price would gradually mount. If they did not know how it was going to operate, then how in the world was Congress to know just what benefit would come from it? If the latter method was used, the poor fellow with no capital who would dispose of his grain in the first instance would only get a slight advance over the existing domestic price, but he would pay the same equalizing fee into this common fund that his more fortunate fellow paid who would receive much more for his wheat several weeks later. They do not agree upon that, one of the very vital features of the bill.

Again, it was apparent to some of the leading lawyers of the House and to some of the leading lawyers of the Senate, men like Senator Walsh, a democrat from Montana, Senator Borah, of Utah, Theodore Burton, a former Senator and member of the House and a number of other very prominent lawyers, that bill was just as unconstitutional as it could be, and, if the motive of some of these people was purely political, it would be just as well to have it tied up in the courts and never become a law, because then the reaction would never come upon the men who were responsible for its enactment.

## Presidential Appointments

The original Haugen Bill gave the President great leeway and discretion in the appointment of a board, in the putting into effect of the emergency period and in the ending of the period when these prices could be fixed, but in the second and the third Haugen Bills that power was taken away from the President and he was restricted in his appointment to take one of the three names that would be nominated by councils and committees dominated by the farm organizations. That was a restriction upon the power of the executive not warranted by our Constitution. The President was restricted to appointing one of three, whereas these farm organizations had the leeway to appoint any man that they saw fit who was a citizen of the United States and resided in a particular farm loan bank district.

Then the equalization fee was frankly admitted by one of the chief proponents of the bill outside of Congress to be a tax, and yet the Federal Farm Board was given the authority under this bill to make that fee any amount that it wanted to within its discretion and to keep it there just as long as it saw fit. Congress laid down no rules or restrictions to guide them as a standard of measurements in arriving at that rate. That was a delegation of the taxing power that Congress has no right whatever to do. There were one or two other features that I have not the time to go into, but the opinion of the attorney-general very clearly confirmed the fears of those members who felt that the bill was clearly unconstitutional.

Not only was it unconstitutional in a technical sense, but it violated fundamental governmental principles in a broad sense. Here were these great basic commodities—wheat, flour, corn, cotton, rice, tobacco—I think I have named them all, constituting a substantial percentage of farm products. These great basic commodities were to be subject to the control of 12 men, and these men were to have the right to say what the farmer should receive and what the consumer would pay, to the exclusion of the public generally upon their membership, and with no right of appeal to any man or group of men, or any public official, in their exercise of that unlimited power. Now, that is fundamentally wrong and at variance with our institutions. Think of what would be said if manufacturers of a given product would go to Congress and ask to have a board composed of only manufacturers of that product with a power to fix the prices throughout the country for such a time as they saw fit and without appeal to anyone else. It would not muster a vote in Congress and it would meet with condemnation everywhere. It do not believe that the American farmer wants any such control as that over his products. I do not believe that he wants any board having such great power, a special privilege of that kind from the American people. And yet that particular provision, so unconstitutional, so fundamentally at variance with our institutions, was one provision that was absolutely insisted upon. There were members who had the same fears that some of the rest had as to that particular provision

and endeavored to get its supporters outside of Congress who were advocating this to agree to a change in that provision and the answer always came back: No, there must not be any change in that. What was the motive of these men who did not want any change of that kind I do not know but I can guess. As a matter of fact, they did not want any legislation of that character written into the law and becoming effective. That is where the political motive entered into the picture.

Here is another instance of a power that never should be granted to any governmental agency. The granting of the power is at variance with our institutions. That is, in regard to the disposition of this surplus, the disposition of 200,000,000 bushels of wheat, the disposition of the surplus of pork products, of 60 per cent of our cotton products. In the disposition of that this Federal Farm Board was authorized to make contracts with farm organizations, with cooperatives which were formed or to be formed, or with any other agency for the processing or the exportation of the commodity itself, the profits to be those of processor or exporter, and, in the event of losses, the losses to be paid out of the treasury in the first instance, the treasury to be reimbursed by these equalizing fees. Think of the power thereby granted. Here is a Federal Farm Board of 12 persons sitting down there at Washington. If a man wants to engage in the exporting in one of those controlled commodities, the only way that he can engage in it is by going down there to Washington and getting a contract with board, because while he may try to export on his own initiative, if he does so he can not compete with the man who has a contract with the board, because the man who has a contract with the board can sell at a loss and the board will stand behind him and pay the loss, whereas the man without a contract has got to pay his own losses. That means that this whole exporting business in these commodities would be in the hands of men who have been

noted if you have read his very admirable veto message, in that adequately setting forth the evils and weaknesses of this measure, he had to use far more words than he generally does, because of its many angles, the different commodities embraced in it, and the fact that they were all of them marketed under different methods.

Now, let me say this. After the war there were several countries that tried Governmental control of prices, production and so on. Brazil is one of them. They are accumulating a surplus of coffee in Brazil that very soon will reach the point where they will have one full years crop in existence and no disposition for it. What is going to be the result when that point is reached? The British possessions adopted a policy of control of rubber. By virtue of it the price went up at the start on spot rubber in New York to \$1.21 a pound. That was two and a half or three years ago. I was chairman of the sub-committee that investigated the whole subject. What happened? With rubber up that high, the Dutch possession and other countries were led to put in increased acreage and thereby increase the supply; our own rubber manufacturers got to using reclaimed rubber and are now using about 150,000 tons a year, more than 100,000 tons more than what they had used before. A chemist was put to work trying to develop synthetic rubber down in Texas, and they started developing a plant out of which can be made a kind of substitute for rubber that can be used in many articles where rubber can be used. That control, that monopolistic effort led to all of this, with the result that spot rubber is now down, according to word which I received from the department yesterday, to about 33 cents a pound. So that, when you interfere with the laws of supply and demand through any Governmental agency or control, even when that country has a substantial monopoly, you are going to eventually meet with trouble. Now, you know that no country has any monopoly on wheat. No country has any monopoly on corn. Any attempt, therefore, to control those commodities certainly does not even bid fair to last as long as the effort made on the commodities that I have referred to.

The question is coming up again in the next Congress. In the meantime there has been much educating of public opinion by reason of the President's veto message and the fact that that was circulated broadly and in way that, of course, you could not circulate arguments put forth by anyone else. One of the great difficulties in forming public sentiment in reference to farm relief has been the fact that this tremendously powerful organization that has been behind the Haugen Bill, both in Washington and all over the country, has been doing work in season and out of season, and there has been practically no concerted or united effort by any agency to really inform the people as to just what the bill was and what it meant. Of course, men have made statements and arguments against it, but no one has been able to give it such publicity as to get it out into the highways and byways and to really tell the facts regarding it. It is coming up in the next Congress undoubtedly; at least, that is the claim. It is certain that there is a very substantial group both in the House and in the Senate that are opposed to its passage. President Coolidge has vetoed the bill once. Those of you who know him or know anything about him know that he is not a man who changes his mind very easily. Any effort, therefore, in the next Congress—and I am only speaking my own impressions—like that which was made in the preceding Congress to insist upon this type of legislation, with its equalization fee, price fixing and so on, can only meet with a legislative deadlock or a deadlock between Congress and the executive, and the result will be no legislation whatever in the way of farm relief, as that term is generally understood. That is inevitable.

Now, it comes right down to this point: Those men who are advocating it, are they desiring farm relief, or is it something else that is really the motive back of it all? We will find out when Congress convenes.

Now, frankly speaking, one disadvantage of the opponents of this measure has been the difficulty of really figuring out a substitute proposition that we honestly think would be a substantial benefit along this line, because so much of the conditions which it is the desire to relieve are due to cause which cannot be reached by legislation, and I do not know what can be done. I do know this, that if there are agricultural commodities where the tariff ought to be increased, that the way is open for the increase through the flexible provisions of the tariff law. If we want to add to the duty on corn to meet competition, the 15 cent duty can be increased to 22½ cents upon a proper showing. The President has not turned down one single proposal of that kind that has been submitted to him.

We passed some legislation in 1924, forming the Inland Waterways Corporation, for the purpose of making use of our waterways, putting barge lines upon them, in order to get lower freight rates. There is pending—and I hope eventually it will go through—the Great Lakes-St. Lawrence Waterway project. We are now waiting upon Canada to take action. I don't know of any opposition in Congress, my friends, to the Great Lakes-St. Lawrence Waterway project excepting that which comes from a part of New York



AT OMAHA: A. D. THOMASON, K. B. PIERCE, H. M. BARLOW AND FLOYD L. BARLOW, PEORIA, ILL.

given contracts by this board. Think of the opportunities for favoritism. Think of the opportunities for discrimination and everything connected with that. Why, the Government of the United States was never designed to enter into anything of that kind, and when the Government goes into that sort of business it cannot help but create distrust in it, and injure the great government that has been directing our destinies for 140 years.

I have mentioned how it treated the Spring wheat farmer. He is getting a substantial benefit from the tariff at 42 cents a bushel. We demonstrated that on the floor of the House not only as to the Spring wheat farmer but the Hard Winter wheat farmer, and we had the charts showing the figures from 1924 to 1926 inclusive, three years, showing the average cash price, the weighted average, and how it ran from month to month and fluctuated and all of that, in the markets of St. Louis, Kansas City and Minneapolis, and these charts showed very clearly that the farmer was getting a very substantial benefit from the tariff on that high milling quality wheat. I think the average was something around 30 cents, so that, deducting the equalization fee, on the average the Hard wheat farmer could not expect to profit and yet he would be called upon to pay the same equalization fee as the farmer whose whole product went abroad. But all our efforts to clear that up, to withdraw the Hard wheat from the control of the board, to require them to make a distinction, were of no avail, although they made the distinction with regard to tobacco. This was after we demonstrated by a chart the very small portion of this Hard wheat that went abroad, and what the expense would be upon the farmer producing the Hard wheat in the payment of the equalization fees, and the small amount that he would receive from the exports, and yet with that unquestioned demonstration nothing whatever was permitted in the way of amendment along that line.

Now, I do not want to detain you any longer in the discussion of this subject. You know that President Coolidge is brief in the use of words. You have

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state. There wasn't any opposition to the forming of the Inland Waterways Corporation from the East. I am a westerner, have never lived any other place but the West, but when I hear a talk about how the East is refusing everything that the West wants, while I do not claim that they are philanthropists down there, I want to be fair and I want to say that, as far as the Inland Waterways Corporation is concerned and so far as the Great Lakes-St. Lawrence Waterway is concerned, outside of New York there wasn't any opposition. New England wants the Great Lakes-St. Lawrence Waterway. Pennsylvania has spoken for it. We are tied up on account of the inaction of Canada regarding it. If we can get that, that is going to help some.

When the barges which are now operating on the upper and lower Mississippi River under the Inland Waterways Corporation are carrying grain, and they are carrying grain at a decreased freight rate, but they haven't got sufficient barges. We cannot begin to take care of the grain that is offered us at the Twin Cities, because we haven't the equipment. That equipment ought to be added to, so that we will be equipped just exactly as the railroads are equipped, with adequate barges and tow boats in order to take care of the grain. If we can take care of the great bulk of the shipments in that way, of course the farmer is bound to receive the benefit of it. If we are only taking care of a little here and there, that is not the case. The effort of the Federal Government along that line ought to be restricted to deepening the channels. Then in addition to deepening the channels, there is the furnishing of the necessary equipment, barges and tow-boats and their operation. The putting in of terminals and all of the accessories to terminals ought to be borne by municipalities or private capital at those points where they will pay, and, if there is not that much interest shown, then there is no occasion for the government to put money in it. Let private capital and the municipalities take

who will address us on the subject of "Development of Navigation on the Missouri River."

## MR. WEAVER'S ADDRESS

**M**R. PRESIDENT and gentlemen of the grain dealers' convention: I desire to thank your president, who, as he says, is an old friend, for this gracious introduction. The time for conferring titles, however, has not arrived, and I can illustrate my position as to the compliment which he pays me and the hope which he expresses by telling you a story of Rufus Choate, the great New York lawyer, who was at one time associated in an important law suit with a celebrated Hebrew lawyer, who was as able and as brilliant as Choate. There was some controversy as to who should fix the fee, and finally it was agreed that Choate should fix the fee, and after Choate had fixed the fee and after he had divided it with his associate and it was so much more than the celebrated Jewish lawyer expected, he turned to Choate and he said: "Choate, thou almost persuadest me to be a Christian." (Laughter.)

I acknowledged the privilege of appearing today on this program with the distinguished congressman from the state of Minnesota, who is one of the ablest men in public life. Regardless of whether we agree with him on these questions which he has presented, it is a fine thing for him to present to this splendid body of men, who are interested in this great fundamental proposition of agriculture, one of the greatest resources of the country, the angles which he has presented today. It gives us new light on the subject and it represents more than anything else the policy of your convention in maintaining here an open forum for the discussion of these important public questions. It has been a great pleasure to me and a matter of profit as well to hear this able discussion from Congressman Newton, who is one of the ablest representatives in Congress.

He has referred to this question of waterways,

River Navigation Association, produce 46 per cent of the total food and feed grains of the United States. They produce 55 per cent of those grains entering into interstate commerce, and of that amount entering into interstate commerce half of it goes south of the Ohio River and East of the Mississippi, with the added states of Arkansas, Louisiana and Texas. So our great market is to the south of us. Georgia alone buys each year \$60,000,000 worth of food products from the Middle West. So it is to our interest, both in the interest of export business and in the interest of our domestic market to stand for both of these great improvements.

Mr. Hoover in that address at Kansas City advocated the building of a system of 9,000 miles of Inland Waterways in the Middle West—of 3,100 miles of main line, 1,500 miles from Chicago to New Orleans, 1,600 miles from Pittsburgh to Kansas City, the upper Mississippi, the Ohio, the Tennessee, the Cumberland and this great upper Missouri River of ours, 2,000 miles long and the greatest river in America. The nation is building this system. The administration has announced that these adopted projects which will bring this river to Kansas City will be completed within the next four years. The Government has spent \$87,000,000 on the Ohio, which will be completed in two years. The Government has been compelled to build 50 locks and dams on that great stream 1,000 miles long. Forty-six of them are completed. The Government is spending \$2,500,000 on the lower Mississippi River, spent it last year and is spending it this year. The Government spent last year \$3,000,000 on the Mississippi from St. Louis to Cairo. It spent \$2,500,000 from St. Louis to St. Paul and Minneapolis, leading into the heart of that great state of Minnesota which Congressman Newton represents.

Why stop at Kansas City? Why not give us an outlet also to the sea? Since the Panama Canal has been built, this country of ours is a marooned empire. We are back of a lot of toll gates. The reason is it costs us twice as much to ship goods from this section to either coast as it costs to ship from one coast to the other. The rate on iron bars from Chicago to San Francisco and Pacific Coast cities is \$1 a hundred in carload lots. The rate from Pittsburgh to Baltimore by rail is 31 cents and the rate from Baltimore for 7,000 miles, through the Panama Canal, is only 30 cents more, and adding the insurance and the transfer charges from the boat in San Francisco to the consignee's place of business, it makes a rate of 65 cents from Pittsburgh as against a \$1 rate from Chicago. That is one of the reasons why the Middle West is not growing industrially. That is one of the reasons why we cannot fabricate this raw iron ore produced in the great Mesaba Range in Mr. Newton's great state and compete with more favored sections of the country outside of a limited radius.

Peet Bros. of Kansas City, a great soap manufacturing concern, found out that since the opening of the Panama Canal they could not compete for the Pacific Coast trade from Kansas City and so they established a great plant on the seaboard. The Lee Mercantile Company, which manufactures overalls, according to what Mr. Shaw, your publicity man, told me this morning, found that they could not compete for the Pacific Coast trade and they established a great plant on the Atlantic Seaboard. Isn't it time that this shift of trade currents from the interior to the ocean ceased? It must if this nation is going to be fair to every section. This country of ours is great, not because of our splendid New England, not because of the great Atlantic Seaboard alone, nor because of this splendid Pacific Coast country which we are all glad to claim as a part of our America, not because of its splendid cotton fields and the new industries in the South, or of this great State of Minnesota and the states contiguous to it, but it is great because of all of these, and we, therefore, should equalize transportation conditions for this Middle West by giving us also an outlet to the sea.

Is it feasible? I asked that question of General Taylor, the chief engineer of the United States Army. After this association was organized, that is one of the questions that bothered me. You and I have been looking upon this Missouri River and we know it fully. We have seen it destroy farms. We know that the record is that it takes from 7,000 to 10,000 acres of land a year and carries it clear down to New Orleans in the form of sand bars and crossovers, and so I asked him the question and he said, "There is nothing unusual about the Missouri River except its mud bottom, and because it has a mud bottom it is the easiest river to fix in America." And then he pointed out a stretch of that river which the Government improved almost 30 years ago, near Jefferson, where there was a wide stream, a mile wide in places, and where the Government work, with practically no maintenance, was 90 to 95 per cent complete today, and where the channel was then six feet deep it is now 10 to 14 feet deep. I had the privilege of seeing the maps of the engineer on work just being installed on the lower Missouri recently, and you would be surprised how they were subjugating that stream. I had the opportunity of seeing before the Rivers and Harbors Committee in Congress pictures thrown on the screen and pictures taken from the air of the improved and unimproved stretches of the lower river and other parts of the Mississippi, and where that



R. D. OWENS, H. L. WIERMAN, F. R. HOULTON, H. P. WINGATE, W. V. MACARTNEY,  
DENVER, COLO.

some part in the enterprise. That is what we have done at Minneapolis, St. Paul and Dubuque. We put our own money into it and built our own municipal terminals, and that ought to be the practice throughout the entire region.

Other things that help may be devised. The problem is a difficult one, and that is all the more reason why it ought to be approached with due deliberation and consideration of the interests of the commodities involved, and every factor which may affect its solution, in order that the legislation may be wise and in the interest of the entire country, and I am sure that every member in Congress welcomes every suggestion, and I hope there will be that feeling upon the part of all that when we approach the question this next time it can be approached in a spirit of real deliberation and the action taken will be upon the judgment formed following that deliberation. We solicit the help of all who know anything about the problems and its many ramifications. I thank you. (Applause.)

**The President:** On behalf of our association I wish to thank Congressman Newton for his wonderful presentation of this subject. I told you at the beginning of this session that one of the pleasures of the presiding officer of this organization is to introduce the famous speakers who come here to talk to us, and when, in addition to that privilege, one also has the privilege of introducing a man who is a personal friend, who is a most distinguished citizen of this great country, it is an added pleasure, and so I consider it a great honor today to have the opportunity to introduce to you a gentleman who was the chairman of the last Constitutional Convention of the State of Nebraska and took a leading part in the framing of our present constitution, and a gentleman who is going to be the next governor of Nebraska, the Honorable Arthur J. Weaver, who is also president of the Missouri River Navigation Association, and

which, we will all agree, is a measure of sound farm relief. Two years ago this fall there was organized in Kansas City what was known as the Missouri River Navigation Association. It comprised a representation in convention of more than 800 delegates, representing farm organizations, the colleges of the Middle West, including the academic as well as the agricultural colleges, and representatives of every district in this great region, municipalities and other civic interests. There was a great audience of 7,000 people that assembled in the convention hall during that convention, which was addressed by the Honorable Herbert Hoover, Secretary of Commerce of the United States. The Secretary of Commerce, whose duty it is under the Acts of Congress to promote the commerce of this nation, declared that nature had made two great inland waterway systems for our country—the Great Lakes system, to which Congressman Newton has referred, and this great Mississippi Valley system, in which we of the Middle West are primarily interested. He also declared that the question of improving our inland waterways was of extreme national importance, and if we were to make a survey of the many problems of progress that were before us, this would stand foremost and if we were guided rightly in our policies this next decade would witness the completion of this great system.

We stand for both of these improvements. We stand for the Great Lakes waterway system because, as Congressman Newton has pointed out, it will give us an outlet to the East through the great ports which are on the Great Lakes. What would it mean to every legitimate interest in the business world in the Middle West? What would it mean to agriculture if we were within 500 miles of a great ocean port? It would mean a great saving, estimated, by men who claim to know, to be as much as 11 cents a bushel on this export wheat which goes to Europe. These 10 Missouri Valley states, comprising this Missouri

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river had been subjugated it presented a picture as fine as any picture you ever saw of the River Rhine in Germany, and where it was still wild it was the wild river we still have through this section of the Middle West.

If you doubt the feasibility, go to these railroad bridge crossings in this valley, and wherever there is a railroad bridge you will see a stabilized Missouri River. These railroads never lose any of these million or two million or three million dollar bridges, not only because of the values of the bridges, but because of the value of the commerce that goes over them, amounting to many millions of dollars. This river has the water. This river above Kansas City has 23,000 cubic feet per second flow. The Ohio River at the mouth only has 21,000 feet. Your great Mississippi River at Davenport only has 17,000. The Government has been compelled to do rock dredging and to build dams and locks on these other improvements. This great river of ours will not require a dam from New Orleans to Fort Benton, Mont.

I had the pleasure of presenting this question to the President of the United States a little more than a year ago. I was with a delegation of about 15 congressmen and business men from the Middle West and I was asked to present the question, and, after discussing this agricultural situation, which Congressman Newton has so ably presented, and after pointing out that the equation was wrong, due to the fact that the purchasing power of the farm dollar did not equal the purchasing power of the dollar of industry or of labor or of transportation, and after pointing out the effect of the Panama Canal on this great Middle West, I put our proposition in the form of a demand to the President from the people out here, that this was a sound measure of farm relief, and I based that demand on the policy outlined by him in his message to Congress, where he advocated this great Mississippi Valley system of waterways. I based it on the policy outlined for his administration by his able Secretary of Commerce, Mr. Hoover, when he advocated this system at Kansas City. The President said, "Yes, we are for this. This is a part of the system. But we must build the lower Missouri River first, should we not?" And I said, "No sir, Mr. President. This Government and your administration should conceive this project as one great plan, so that when this lower Missouri River is fixed and when the Mississippi is further improved, then we will have an outlet to the sea also. We need it more than any other section because this country, represented by these Missouri Valley states, has the longest haul and the highest freight rates of any agricultural country in the world." And the President said, "Yes, we will get to you as soon as we can."

#### Upper Missouri Navigation

Congress by almost unanimous vote gave us recognition of this upper Missouri River from Kansas City to Sioux City as a navigation project. There were only nine dissenting votes in the United States Senate. The conference report of the House Committee on the final consideration of that measure last February was passed by a vote of 276 to 82. Our Congress recognizes the importance of this relief. Congress recognizes the importance of action. This upper river was authorized completely to Sioux City. It permits the Government to build that stream into a navigable river. There was an initial appropriation authorized of \$12,000,000, but the commitment is there no matter what it costs, and, no matter what it costs, it will be worth all it costs.

This Government spent \$400,000,000 to build the Panama Canal. It was worth all it cost in the interest of this future America of ours which we are building. So this nation can bring relief to this section, to its agriculture, to its industries, by hastening the completion of these rivers into navigable channels, and then, as Congressman Newton has pointed out, we need more barges on these streams.

There is a barge line from St. Louis to New Orleans, and it operates 20 per cent below rail rates, and the rail rates in that territory are only 50 per cent of the average rail rates in the United States. The president of the Illinois Central Railroad, whose great railroad parallels that stream to the Gulf, is one of the ardent advocates of water transportation, because since industrial prosperity has come to the South and since New Orleans has become the second great port of the United States, the business of the Illinois Central Railroad has more than doubled. The president of the Frisco Railroad publicly stated last winter that water transportation on these rivers was indispensable to the future of our industrial and agricultural progress. The reason is that water transportation builds commerce, water transportation builds industry, brings about increased population, brings factories, and the railroads haul more freight of high class, they serve more people than they served before. And so, if we do the economical thing, we will develop these rivers, which will give us this advantage in transportation on slow moving bulk freight, such as coal, grain and lumber, and bring to us the products from the Pittsburgh district and the Ohio Valley, the farm machinery from the Chicago district, and lumber that comes through the Panama Canal from the Pacific Coast, the hard woods of the South, together with cottonseed and sugar, all of these great staples of commerce which do not require

quick transportation in going from the producer to the consumer.

Has the Great Lakes system injured the railroads? Ninety per cent of the traffic consists of iron ore and coal. Rather, the Great Lakes system built those splendid cities of Duluth, Milwaukee, Chicago, Cleveland, Detroit and Buffalo, and it has built the railroads entering into those great ports. The most prosperous railroads in the United States, the railroads with the lowest rates, are the railroads from the Great Lakes east from Chicago, and it is because of the immense commerce they haul and the great number of people they serve. That has been the history of water transportation everywhere.

Is it a good investment for the Government? It would be an economic crime not further to improve our inland waterways and our harbors. It is the best Federal investment which has ever been made, if we count the savings to the people, if we count as dividends that savings to the people in transportation cost of these inland waterways. Although built in segments, one here and there, they are now paying the people 30 per cent a year, with our harbors paying from 55 per cent to 75 per cent, and in individual cases like the Great Lakes and the Monongahela River, they were paying more than 100 per cent a year.

This fight is made by the Middle West because we are entitled to a fair part of this great program of the future. Your president was one of the leaders. He helped prepare the brief setting forth in detail the statistics on grain, which I know impressed the committees of Congress, and which impressed the members of Congress not on those committees. Mr. Childs, chairman of the Traffic Committee of the Il-

linois Chamber of Commerce, made a showing before the board of engineers that if we built this upper Missouri River we would save \$15,000,000 a year in transportation costs. Is this possible? You men are familiar with the shipments on grain alone, which is produced in this great Missouri Valley. Let us look at the map of Germany and then we will get another perspective. The southernmost part of Germany is only 400 miles from those two great ocean ports, Bremen and Hamburg. This country of our Middle West is from 500 to 1,200 miles to the sea in an air line, and more than that by rail. The countries of Belgium, Holland, France and Germany are only one-seventh of the area of the United States, and they have 23,000 miles of dependable navigable waterways. We have perhaps less than 3,000. If we were developed to the same scale that those countries are developed the United States would have 867,000,000 of people.

We must have some vision for the Middle West. We must demand justice. Just as Congressman Newton said, the East on this proposition is not fighting us because the East has been the beneficiary itself of waterway legislation in the past. This nation has built every harbor in America. It has spent millions on New York harbor and the other great Atlantic Coast harbors. The harbors on the Great Lakes have all been built by the Government. Originally they were only seven or eight feet deep. They are now about 21 feet deep, and when the Great Lakes project is completed these harbors will be from 25 to 30 feet deep. This is in line with the progress of the United States. It is in line with its development.

This is a great national question. Public opinion is the greatest factor in America, and that is why I am here. I want you men to understand the Missouri River view point of this section of this Middle West. When public opinion is refined and crystallized by full and free discussion and there should be full and free

discussion, in Congress as well as elsewhere on these important questions—then public opinion becomes a wholesome public opinion and then it is supreme and our public officials write into law the mandates of the people. And so this is going to take place. It is going to take place in the interest of the Middle West, both of its agriculture and its industry.

Mr. Hoover has presented several very important facts. He has stated—and you will be interested in this—that, broadly speaking, it costs to ship 1,000 bushels of grain 1,000 miles on the sea from \$20 to \$30, on the Great Lakes, \$20 to \$30 on the Mississippi a barge service, which runs only to St. Louis at this time and lately, since the installation of the barge service, in a limited way to Minneapolis and St. Paul, but at the time he made these figures, which he said would be reduced when the line was extended, he said that the barge service cost \$60 to \$70 to ship 1,000 bushels of grain 1,000 miles, but on the railroad it costs \$150 to \$200. That is what we are fighting for. We are fighting for transportation relief. We are fighting for the chance of placing industry by the side of our agriculture in the Middle West. When we do that then we will develop great centers of population in this region and we will develop this agriculture to a more intensified state, so that more of our agricultural products will be consumed at home, and our manufactured products will cost less, and these cities will grow because there will be industry here supporting the additional population.

Mr. Hoover has pointed out that if we built these rivers into a connected system that we will save from 5 to 12 cents a bushel on all the grain raised in the Middle West. Would that mean anything to Nebraska with its 50,000,000 annual production of wheat? Or to Kansas with its 100,000,000 bushels annual production of wheat? Or to the Dakotas, or to Montana, or to the state of Minnesota, that produces this splendid Spring wheat? It will mean a new life for this Middle West. It will mean a new balance for the farmers who are engaged in producing the food and feed grains of the United States.

Let us look at this little Monongahela River as an illustration of what happens where water transportation is developed. It is a river only 125 miles long, running from Pittsburgh down to Fairmount, W. Va. It cost the Government \$11,000,000 to improve. The people save in transportation charges each year more than 100 per cent. They save approximately \$14,000,000 a year. The reason for that is that the railroad rate on coal was 88 cents a ton and that the water rate is 12 cents and a fraction. That small river last year transported 25,000,000 tons of freight and only 2,000,000 tons less than the Panama Canal. The Ohio River increased its tonnage last year 5,000,000 tons, although it is not completed. What will it mean when that great Ohio River Valley in two or three years more can transport its steel products and its other products into the great Middle West at reduced cost? What will it mean when we can bring coal into this upper Missouri Valley at cheaper cost? Practically all of this Illinois coal is produced within a radius of 100 miles of St. Louis. That is the proposition involved. It is sound farm relief. It will mean a revival of business here. It will mean a new life for this great Middle West.

There are many angles to this question which could be discussed. I could discuss something of the rates on wheat from this area to New Orleans, where there is involved a mileage of about 800 or 900 miles, a rate that is considerably higher than the rate for 12,000 miles from Melbourne, Australia, to Liverpool, England. Those are propositions which concern us. Transportation is one of our big problems.

When this comes about, it will come about speedily only through a united public opinion. Congressman Newton has told you about this barge line matter. The increased capitalization of that barge line will be before the next Congress. Our barge line is operating successfully on the lower Mississippi; it is showing a profit to the Government. It is one of the "left-overs" of the war. The Government put them on the lower Mississippi to break the freight congestion during that great struggle. A month ago this service was extended, under the management of the Inland Waterway Corporation to Minneapolis and St. Paul. What was the result? Anticipating that service, the Interstate Commerce Commission put into effect a reduction of 15 per cent on all joint direct rail and water rates from St. Paul and Minneapolis to Chicago and points east. It is even going to affect our rates to some extent, because Mr. Childs, your traffic expert, told me that this was due to the fact that the railroad mileage from Omaha to St. Louis where the old barge connection has been, was 411 miles and that the railroad mileage to Dubuque on the Mississippi River was only 350 miles. So it does mean a saving to the people. It means a chance to grow. It means a chance to develop along with other sections, and we have a right in the national development. We have a right to have this great farm problem considered.

If one solution is not liked, let us have another but we want to remove these artificial barriers for labor, for industry, for business and for transportation. This is the American system. We want the labor well paid. We want the railroads to earn reasonable rates. Any public utility that serves the people should be com-



J. W. GREER, MINNEAPOLIS  
Chairman Rejected Applications Committee

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pensated. All we have got to do is in some sound way to broaden our policy so as to include agriculture. With agriculture left out, our system is un-American and indefensible.

My friends, I want to congratulate you upon having an association like this. When you mingle together in this way you are promoting American democracy, you are getting acquainted, you are promoting the public discussion of these important questions, you are rendering a real public service in meeting and holding these meetings, and, after all is said and done, the finest thing that you can do is to take an interest in public matters, to contribute something to society after you are gone. Oftentimes this thing we call fame is a "will o' the wisp," as the bubble which bursts. This thing they call wealth, for which men strive, is sometimes unsatisfying, and it you have left nothing here to posterity, if you have given nothing in return to the future from what benefit you have had from organized society, then it is a question after all whether it has been worth while. This question which I am presenting, and this question which Congress which Congressman Newton is presenting, no matter what the solution may be, looks to the future. Let us remember that some day this country of ours, this Middle West, because of its splendid fertility, because of the basic stock of the people which settled it, the men who brought with them the real blood of the American and who came out here representing the pioneer type, the same type of men and women who in every age and in every land have blazed new trails and laid enduring foundations—let us remember that we owe something to the future for the legacy which they left to us. Let us vision the future in which we can hear the tread of the millions who will some day live here, and let us remember that in our actions now and in guiding the policies of this country for the future along sound and constructive lines and along lines of vision, we are building for them. I thank you. (Applause).

**The President:** I have been attending conventions of this character for 25 years, and I do not remember of ever having heard such wonderful presentation upon such vital propositions as we have had this morning, by Congressman Newton and Mr. Weaver, and I again wish to express my thanks and appreciation on behalf of the association for their efforts. We will now hear the report of the Committee on Transportation, Henry L. Goemann, chairman.

## REPORT OF TRANSPORTATION COMMITTEE

The report of the committee submitted at the annual meeting of the association last year at Buffalo, N. Y., covered fully the subjects of "Liability of Common Carriers for Loss or Damage to Grain Shipped in Bulk," also for "Scale Tolerance" covering differences between loading and unloading weights.

We will therefore not repeat the docket bulletin on scale tolerance, as we presume you all are familiar with the subject, if not and you wish me to read the docket will be glad to do so and explain same.

In addition to the subjects covered in our report for the past year, the committee has answered many questions on various transportation matters.

### Settlement of Claims

During January of his year I was advised that the carriers were voting in their different committees on the proposed rules as per tentative agreement reached between carriers and shippers. These were finally officially approved by the various committees and the rules were generally adopted by the carriers and put into tariffs, generally becoming effective May 1, 1927, and are as follows:

- (a) Carriers will not be responsible for loss due to natural shrinkage.
- (b) When liability is established, there shall be deducted from the loss in weight on all grain one-eighth ( $\frac{1}{8}$ ) of one (1) per cent of total weight of the contents of the car.
- (c) This deduction represents reasonable shrinkage due to evaporation or other natural causes to be made from shipping weights.
- (d) Claims will be adjusted by carriers in accordance with the law that governs.
- (e) In case of a disputed claim the records of both the claimant and the carrier shall be available to both parties.

The settlement of the claim deduction of  $\frac{1}{8}$  of 1 per cent on all grain by all the roads seems to be satisfactory to most shippers but owing to the north Pacific Coast carriers applying this rule to sacked grain it is not satisfactory to North Pacific Coast millers and dealers.

The matter of sacked grain was not covered in our original negotiations as they covered bulk grain.

Will be glad to hear from shippers and receivers of sacked grain in territory other than Pacific Northwest if the carriers are applying the  $\frac{1}{8}$  of 1 per cent deduction on shortage claims covering sacked grain.

In addition we had that part of the rule carried in Central Freight Association tariff I. C. C. 1754 issued by B. T. Jones, agent, covering "Claims for Grain Shortage" which covered clear record cars eliminated which read as follows: "This means that when the record is perfect, claims will not be paid."

This part of the rule was quite objectionable, in view of the provisions of Section 20 of the so-called Cummins Amendment.

### Scale Tolerance

In June of this year carriers through their various

freight committees and bureaus notified the grain trade of docketing the subject of scale tolerance on shipments of grain covering both a commodity tolerance as well as scale tolerance.

Our association requested that hearings be granted on this subject and suggested that a joint hearing of the various carriers committees who had docketed this subject be held and which request was granted.

A joint public hearing by the Central Freight Association, Illinois Freight Association, Western Trunk Line Committee and Southwestern Freight Bureau was set for Tuesday, August 9, 1927, at Transportation Building, Chicago, to consider proposed scale tolerance in tariffs of carriers and agents for guidance in the handling and disposition of questions involving differences between loading and unloading weights.

The wording of the docket was such that I felt it went beyond the thought that had been conveyed to me by railroad officials that all they wanted was a basis of adjusting the weights for insignificant differences on shipments of grain for the assessment of freight charges.

I therefore arranged for a conference with A. S. Dodge, of the Western Inspection Bureau, C. W. Crawford of the American Railway Association and F. C. Maegly, chairman A. R. A. Conference Committee on Grain, with the view of requesting the withdrawal of the dockets or else amending the rule so as to be definite and state it was to cover only the questions of arriving at some reasonable simplified plan or basis of adjusting weights on shipments of grain for the assessment of freight charges.

E. S. Wagner, traffic director, Millers National Federation and the chairman of your committee, had a conference with Messrs. Dodge, Crawford and Maegly on July 1, at Chicago, and as a result of this confer-

markets or from country points to terminal or between two country points.

I understand there has been no conference on this subject so far as the A. R. A. Weighing Committee is concerned since the hearing and hope that there will be no change in present practices.

### Bulk-Heading Charge on Mixed Car Shipments

Under date of January 18, 1927, W. V. Hardie, director of traffic, Interstate Commerce Commission wrote: "The carriers standing committee on this subject recommended no change should be made in the bulk-heading rule as the committee felt no undue discrimination resulted from present charge. Even though after due consideration I should agree with your contention as to the bulk-heading rule, there is no assurance that carriers would adopt this view and they would not under the conditions be required to do so. Mandatory action can only be obtained through a formal proceeding before the commission and in view of the circumstances you may find it expedient to seek recourse through the medium of a formal complaint."

This subject was in connection with Minimum Weights on Grain and Grain Products, special permission No. 52340 which was referred to Mr. Hardie by the carriers. The hearing was held by the carriers at Chicago April 24 and 25, 1923. Therefore, relief can only be secured by filing formal complaint before the Interstate Commerce Commission.

Since this committee report has been drawn up several other matters have been brought to my attention, and I will therefore make a supplemental report on these other subjects. The secretary referred to me the day before I came to the convention copies of correspondence relative to long distance telephone charges, involving complaint of the Dewey Bros. Company filed with the Ohio Public Utilities Commission. The charges complain of the custom of the telephone company in making a higher charge for the overtime on a person to person call than a station to station call. They have a so-called basic charge for a station to station call with so much additional for each minute of time over three minutes. Then they have a higher charge for person to person call, which is the usual call made in the grain business, because you usually want to talk to a certain man and not merely to his office, and that is an increased charge of 25 per cent over the station to station call on the so-called basic charge for the three minutes, but they also assess an increased rate for the overtime. That, of course, is wrong. There can be no objection to a charge for a particular service such as involved in a person to person call, but after the connection is made there can be no object in making an increased charge for the additional time, and the 25 per cent increase should be eliminated. The State of Ohio has before the Public Utilities Commission and also before the Attorney-General of the State of Ohio complaints of a number of organizations and business firms regarding the increase in the telephone rates in Ohio, both intra-state and interstate. They have consolidated the cases before the attorney general and before the Public Utilities Commission to one hearing and in addition they have notified the Dewey Bros. Company that this complaint of theirs will be consolidated into that hearing. In addition, Dewey Bros. Company have submitted a copy of this correspondence to Mr. McGinty, secretary of the Interstate Commerce Commission, and called his attention to this discrimination in rates. The following is a copy of a letter from Mr. McGinty to the telephone company:

INTERSTATE COMMERCE COMMISSION  
Office of the Secretary  
Washington

Oct. 4, 1927  
126280

GEO. B. McGINTY,  
Secretary

Mr. A. W. Drake,  
Gen. Com. Manager,  
Amer. Tel. & Telegraph Co.  
195 E'dway,  
New York, N. Y.

Dear Sir:

There is enclosed herewith copy of a letter dated Sept. 15, received from the Dewey Bros. Company, relative to the telephone chargas in connection with overtime service on person to person calls as compared with station to station calls. It appears that your company generally maintains higher rates for person to person than for station to station calls, with a minimum charge for three minutes, but in addition a higher charge applies on person to person calls exceeding three minutes. But it is not clear why the higher charge should be made for the overtime conversation. In other words, it would appear the higher charges should be made for the three minutes minimum service but no reason is made apparent why the higher charge should apply beyond that period.

You are requested to investigate this complaint, furnish me with a report and advise me the attitude of your company toward reducing the charges in question.

Respectfully,  
Geo. B. McGinty,  
Secretary.

I shall take action to follow up this complaint and also take it up with the American Telephone & Telegraph Company of New York, and, if a proper resolution is presented here for this association to intervene in the case which is now before the Ohio Public Utilities Commission, I will be very glad, of course, to take such action.

While that may be a local matter in a sense, still



HENRY L. GOEMANN

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it also affects interstate rates, and the rule which the Ohio Public Utilities Commission may announce there would perhaps be followed in all other states which have similar rules and regulations.

At a meeting of the Terminal Grain Weighmasters' National Association yesterday a report was submitted to the members which was very interesting as to the plan which they have adopted in the State of Minnesota and which is a law there, which compels shippers of grain to tack a card on the door of the car showing the weight of the grain and how the weight was arrived at in detail. The benefit of that is that when the car comes to be unloaded there is a notice there of what the car contained, and if there is any discrepancy in the weight the weighmaster and the elevator operatives can immediately check it while the car is still there and grain is in the car, and in that way locate any error that might be presented. They passed a resolution on this subject requesting that action be taken along this line. I am bringing this subject before you for your action this morning. I would like to endorse the matter because I believe it is a very vital subject, and that its practise would help to prevent errors. It would assist in making a claim against the railroad if there was a just cause and it would also make it easier to satisfy the shipper if any discrepancy was due to his error. I hope, therefore, that you will take such action on this request of the weighmasters' association as well as upon this telephone matter this morning as you desire and so instruct the committee what to do.

**E. C. Eikenberry:** Both of these matters were brought to the attention of the Committee on Resolutions and it was deemed advisable to bring the matters directly before the association at the time of his report. With your permission I will move that Mr. Goemann be instructed to appear at the hearing before the Ohio Public Utilities Commission, his reason



W. W. MANNING, FORT WORTH, TEXAS  
Chairman Appeals Committee

being that the unjust differential between the overtime charge on person to person call and station to station calls is a matter of interstate consequence, and that he would therefore be justified in appearing, and also that you notify the Ohio association and, if possible, have them appear as representing the interests of the state in the hearing on the rates in general in that state. (The motion was seconded and carried unanimously.)

I further move that the recommendation of the Terminal Grain Weighmasters Association be accepted and that Mr. Goemann, chairman of our Transportation Committee, and also Secretary Quinn, be instructed to bring the matter of the weight cards to the attention of the country shippers through the most effective means and through the various state associations. (The motion was seconded and carried unanimously.)

**A Member:** Has anything come up on in-bound cars, as to the privilege of unloading and the privilege of stopping to complete loading on outbound cars?

**H. L. Goemann:** That question is up but I cannot give you offhand the situation. Of course, that is likely a matter that lies with individual carriers. I will be very glad, if there is any desire to have me do so, to take it up and find out what has been done by the various committees of these railroads. The carriers have been trying to make everything uniform and that is one of the desires of your chairman and our committee to have all of these various charges made uniform throughout the United States. The various railroad associations, representing the New England, the Trunk Line, the Central Freight, the Illinois Association, the Western Freight Bureau, the Trans-Continental, the Southwestern and the Southeastern are working to bring about uniformity, so that there will be no discrimination. If there is

any interest in that subject, of course, I will be very glad to get further information. The committee naturally doesn't feel that we should go into some of these matters which are purely sectional. Some of these things mean an indirect way of increasing the freight rates, and on that ground your committee feels we are interested in these various charges.

**W. W. Manning:** On behalf of the Appeals Committee, we have no formal report. Our work has been entirely routine, and the docket will be clear now as soon as the decisions can be written up and passed around for signature.

**The President:** We have no report for Arbitration Committee No. 1, No. 3, No. 5, No. 6 or Feed Arbitration Committee. We have a written report from the Legislative Committee submitted by Mr. Horner, which I will take the liberty of reading to you.

## REPORT OF THE LEGISLATIVE COMMITTEE

THE activities of your Legislative Committee during the past year have been almost constantly centered upon the McNary-Haugen and such other prominent so-called agricultural relief measures as the Curtis-Crisp and the Aswell bills. As far as the ultimate effect upon the grain trade, the farmer, and the entire business fabric is concerned we have been able to see but little difference in these measures and have felt that we were compelled to express our opposition to all of them. Each is vicious and uneconomic and, from the standpoint of the public weal, is utterly indefensible, but in spite of this fact your committee has found that its work has been made especially difficult by the fact that almost the sole consideration given to these measures on Capitol Hill was confined to the political phase. It has become almost impossible to find anyone in legislative circles who will even listen to any discussion of the economic or rather the uneconomic features of these measures. Political expediency has become the sole yard stick and as a result the grain trade has become the football of politics, its merits and rights have been swept into the discard and are receiving no consideration worthy of the name. Our greatest crime is our lack of votes. The entire movement is organized, subsidized propaganda prompted by the most sordid motives and typifies the very worst in our system of government.

We are mentioning these matters only to show the difficulties which are being constantly met by your committee in combating this legislation, but we have, throughout the year, done everything which the dignity and the financial resources of this association permitted. The McNary-Haugen Bill was finally passed by some of the most shameless trafficking in votes that has ever been seen in Congress and the grain trade and the entire country was saved from the disasters of such legislation only by the courageous action of President Coolidge in vetoing the bill in a message so comprehensive and of such convincing logic that it is destined to become a text book on all such proposed legislation in the future. This is a paper which should have the most careful study of every one of our members. Without wishing to detract from the credit due to President Coolidge for his action in this matter, candor compels us to say that the alternative measure, the Curtis-Crisp Bill, which received the sponsorship of the administration leaders, is, from the standpoint of the farmer and the general public, almost as bad as the McNary-Haugen Bill and from the standpoint of some branches of the grain trade is probably worse.

A measure which will doubtless require our attention at the coming session of Congress is the proposed amendment to the Grain Standards Act which has been prepared by the Department of Agriculture under instructions received from the Budget Committee of the House of Representatives, and which would change the present system of Federal supervision of grades to actual Federal inspection. The position of our association on this question has never been formally declared, but the subject will doubtless receive thorough consideration at the hands of this convention. Judging from the formal and informal expressions made by our affiliated associations which have held meetings since these amendments have been proposed, the sentiment of the trade is almost unanimously opposed to the proposed change.

A joint congressional committee is now studying the operation and effect of the present revenue law and this committee is to make a final report to Congress not later than December 31, 1927. Your Legislative Committee is making a most strenuous effort to impress upon this joint committee the unfairness of the tax on future trades in cash and speculative grain. The net revenue to the Government is insignificant in comparison with the trouble, waste and expense to the grain trade in making the payment. It is a nuisance tax in the greatest and worst sense of that term. As the revenue law will doubtless be revised downward at the next session of Congress, we will probably never again have as favorable an opportunity to secure the repeal of this tax. If we fail we may almost as well accept this tax as a permanent burden on the grain trade. A great deal will depend upon the pressure which is exerted by our individual members on their own representatives in Congress and your committee hopes that this pressure will be exerted to the limit.

**The President:** I would like to say for the benefit of the members present that we thought it would be advisable for the chairman of the Resolutions Committee to bring up at the end of each of these committee reports the matters which his committee considered in connection with those reports.

**Mr. Eikenberry:** With your permission I would like to make a preliminary statement before presenting this report. There have been from time to time, both outside the association and within the association, criticisms that our action on all public questions was almost without exception a negative one, and that the association has not accomplished much because of that attitude and not taking a positive stand on proposed legislation and on matters affecting the trade. In order to meet this criticism which is unjust and which originated from the necessities of the last two years, the committee thought it advisable to prepare a statement of the position of the association rather than a set of formal resolutions. In the preparation of this statement we found some different shades of opinion among the members of the committee, but we think as written it strikes a fair average of the opinion of the committee. Probably it is not a true representative of any one mind within the committee, but I shall present it for your consideration, and I think, Mr. Chairman, consideration could well be given to the different sections as read, so that it might be changed by the deletion of any particular section or by the addition of any new matter.

**The President:** It occurs to me that this is a most important matter, and as we have a very small attendance here at this time, I was wondering if it would not be well to read this statement as a whole and then take it up tomorrow when we have a better attendance for final action.

**Mr. Eikenberry:** I should prefer that if we could have a larger attendance tomorrow.

The Grain Dealers National Association exists for



FRED HOPNER

the promotion and protection of the interests of the trade in grain and grain products. In the recent years, necessity has compelled the expenditure of an unfortunately large part of its energy and resources in opposing the enactment of legislation, some of which dealt directly with the industry, but most of which, dealing primarily with other interests, indirectly or incidentally, affected the trade in grain. From motives of self preservation, as also from a sense of civic duty, the association has been forced into active opposition to legislation which was supported by the force of large groups of individuals and organizations in industries economically related to the distribution of grain and its products. One of the most important topics of legislation concerning the trade has been that of farm relief. The economic unsoundness of recent farm relief legislation has made imperative the active opposition of the association. There may be certain interests that would put the trade in the false position of being opposed to remedial farm legislation of any or all descriptions. That denial may be made and that the position of the association and the trade it represents may be positive and clear, it authorizes the following statement of its position:

The association and its members are emphatically in favor of farm relief to be provided by sound economic processes. The dependence of its members on agriculture and its prosperity place the stamp of absurdity on any statement to the contrary.

We do not believe that the road to farm relief lies through the fields of subsidy or special privilege; but we do believe that agriculture has sufficient strength and virility to recover its prosperity should it be allowed to function free from hampering legislation and be relieved of its burden of agitators and reformers.

We believe that a certain type of politicians capitalizes the agricultural distress, seeking to acquire

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political support without reference to the ultimate results or the public disaster.

We hold as certain the conviction that the law of supply and demand by legislation can neither be annulled nor seriously modified, and that legislative nostrums and make-shifts designed to alleviate present distress often and usually invite future disaster.

We oppose the appropriation of public funds for the purchase and sale of farm products, or as a Federal aid to marketing organizations, holding that the creation and maintenance of subsidized marketing organizations is unfair and confiscatory.

We assert our continued active opposition to farm relief legislation embodying the essential features of the McNary-Haugen Bill, of a domestic level of prices on farm commodities which level shall be above that of world prices, and to any consequent equalization of prices to producers either by means of direct payment or by an equalization fee system.

We do direct attention to the soundness of the conclusions enunciated in the message of President Coolidge and commend his veto of the McNary-Haugen Bill.

We advocate a reduction of freight rates on agricultural products and refer to specific resolutions on this subject.

We advocate the imposition of a duty on molasses imported for the manufacture of industrial alcohol, which duty should be sufficient to restore the use of corn for this purpose.

We commend the Federal Government on its policy of the development of inland waterways, yielding agriculture the advantage of cheap transportation for its products as well as for its necessities.

We believe that the project of the production of nitrates at Muscle Shoals should be revived and that

should be reduced or eliminated in preference to taxes on luxuries or amusements, and

Whereas, The coming session of Congress will enact a new tax bill, the effect of which will either eliminate or reduce present excise taxes. Therefore, be it

RESOLVED: That the Grain Dealers National Association declare its opposition to the continued imposition of the tax on transactions on grain either for immediate or future delivery, such tax being a tax on the necessities of life and contrary to public policy. And be it

RESOLVED: That through the efforts of its membership and by the action of its committees, the association bring by all honorable means such persuasion and pressure as may result in the elimination of said tax, to this end engaging in the preliminary hearings before the Ways and Means Committee securing for this purpose, if necessary, a special committee, whose members shall be familiar with the tax and its operation.

I move that the resolution be adopted. (The motion was seconded and carried unanimously.)

**The President:** We have one or two more reports here which I think we should read. This is the report from Arbitration Committee No. 2, Frank G. Coe, chairman.

## REPORT OF ARBITRATION COMMITTEE NO. 2

The event that stands out in our minds most clearly among the experiences of the past year is the untimely death of our former chairman, Edward H. Bingham, of Cedar Rapids, which occurred in December. Mr. Bingham was without doubt one of the best arbitrators in the history of the grain trade. He had a keenly analytical mind, was thoroughly conversant with all trade rules and was particularly endowed with the faculty of being absolutely impartial in his discussions and conclusions. While we feel that our committee has suffered a great personal loss, we record here our conviction that the grain trade of the nation has suffered an almost irreparable loss in his passing.

Mr. Bert Dow, of Davenport, Iowa, was appointed by President Sturtevant to take Mr. Bingham's place on our Committee and since that time we have considered and rendered decisions on six cases. This has cleared our docket for the year and there is nothing now before us.

We have no recommendations to make at this time.

**The President:** I suggest that the report be referred to the Resolutions Committee for suitable action tomorrow. If there is no objection, I will so refer it.

The next report is that of the Membership Committee, W. N. Harter, chairman.

## REPORT OF CHAIRMAN OF THE MEMBERSHIP COMMITTEE

As chairman of the Membership Committee during the past year, it has been my pleasure and privilege to work with the other boosters and Secretary Quinn, the greatest booster of them all, doing my bit in adding to the membership of the Association.

Every member present must realize very fully the benefits derived through his membership, otherwise I imagine he would not be here and so assume at heart he is a booster and wants to see his association continue to grow and prosper and become a greater influence for good to its members individually and to the trade generally, but in order to bring about this happy condition it is necessary to be constantly increasing the membership and to this end each member should feel a personal obligation to make all reasonable effort to induce fellow grain men to join the association, by so doing you will be rendering a three-fold service of which the new member will be the chief beneficiary. Assuming the majority of associations are formed for the general benefit of all of its members, then all of the members should be equally willing to work for the success of the association. They should, but it would seem as if we are all too much inclined to depend on George. Now let us make a good resolution, not the New Year's kind, but one we will keep throughout the whole year, and that is we will remember we are members of the Grain Dealers National Association, that it is a great Association, that we believe in its principles and benefits, and remembering these things we will not forget to tell our brother grain men so that they too may benefit.

Now as to new members, it ought not be difficult to get any fair minded man in the grain or feed business to become a member. If it were not for the boards of trade, grain exchanges, chambers of commerce, grain association, grain trade papers, etc., it would be very difficult to do business with any degree of success or safety. And yet, there are grain men who think because they pay their yearly assessments or their membership dues, they have fulfilled every trade obligation so are not called upon to make any personal effort, sacrifice of time, or spend a dollar for the general good of the trade, yet all of the time they are getting more or less the benefit of the other fellow's time and money.

I hope none of you will construe my remarks as intimating even in the slightest degree that the association is not prosperous, is not one grand success, because it is. My thought is, we should more earnestly realize our obligation as members and do our part in

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constructive effort to make our association of such strength and influence that the boys will fight to get in so that instead of a Boosters Committee we will have a waiting list.

And speaking of the continued growth of the association, calls to mind the story of two Irishmen at Niagara Falls. Pat thought it wonderful that such a great volume of water could go over the falls, but Mike said, "What the hell is there to prevent it?" and so it is with the growth of the association. "What is there to prevent it," if we put our shoulder to the wheel and do our part?

It was moved that the report be adopted and the association endorse the sentiments of the committee expressed in the reported. (The motion was seconded and carried unanimously.)

**The President:** This is the report of John M. Flynn, chairman of the Crop Reports Committee.

## REPORT OF CHAIRMAN OF CROP REPORTS COMMITTEE

Sorry to have to report that your Committee on Crop Reports held no meetings during the year, transacted no business and as a consequence cannot compile any annual statement for you.

I do believe, however, that this committee should be of some service to the association if it could be organized so as to ascertain and report the general supply and demand situation. A sort of monthly summary that would predict the current demand in certain localities for grain commodities as well as the probable movement from producing sections, might be compiled without any great amount of work or effort, and it might be of considerable benefit to the trade by circulating them monthly through Who is Who.

**The President:** This report impresses me as being something which should not be acted upon without



FRED E. WATKINS, CLEVELAND

thought, and I assume that the proper procedure is to submit it to our Resolutions Committee. (It was moved that the report be referred to the Resolutions Committee, which motion was seconded and carried unanimously.)

If there is no other business which is to come before this meeting at this time, we will stand adjourned until tomorrow morning at 9:30 o'clock.

## The Banquet Session

On Tuesday evening, the Omaha Grain Exchange was host at a banquet held in the ball room of the Fontenelle Hotel. More than a thousand members and friends attended the function and it was necessary to provide tables in the adjoining mezzanine space to take care of the overflow crowd. Elaborate decorations were provided and arrangements were perfect in all detail. None less than Randall's Royal Fontenelle Orchestra provided incidental music for the occasion, and the program continued throughout the feast. Marian Fisher, who was recently declared to be the possessor of the best radio voice in a Nebraska contest, offered several vocal solos. Following this, Harness Bill Kalash and his "harness makers" contributed several musical numbers in a lighter style and received generous applause. The next number was Clara Kurtz "and her chocolate cake eater," after which Faustine Potts and her girls entertained with dancing.

The banquet was in charge of a committee which included J. P. Zimmerman, chairman, and E. I. Cahill and C. W. Adams, all of whom were given credit for having arranged excellent entertainment. Charles R.

E. C. EIKENBERRY

the Government should by every and all means promote the distribution of commercial fertilizers at the lowest possible cost to the farmer.

We strongly and without reservation contend that agriculture should have a fair and equal chance with other branches of industry, and pledge our unqualified support to all movements and measures for the restoration of agricultural prosperity on a sound economic basis.

**The President:** If there are no objections, we will consider that in detail tomorrow and in the meantime I would like to have an expression from the membership as to the advisability of giving it to the press at this time.

**F. E. Watkins:** I would like to offer the suggestion that these resolutions as read be printed as we used to do with the trade rules, so that the membership may have a chance to study them and pass upon them. This is a very important matter and it should be very carefully considered. If our conventions fall down in any one thing, it is in the lack of participation by delegates. Here is a possibility of arousing interest in our meeting tomorrow forenoon by having these resolutions in the hands of our membership tomorrow morning and announcing it possibly at the banquet tonight that this will be done, and see if we cannot get a bigger gathering tomorrow morning and have a sufficient representation to take action upon this very important matter.

**The President:** That is a very good suggestion, and we will have copies printed.

**Mr. Eikenberry:** We have another resolution that is not related to a legislation.

Whereas, all excise or stamp taxes enhancing the value of commodities having the effect of impending the exchange or distribution of articles of necessity

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Gardner, of Omaha, was the song leader, and helped out between items on the program.

The principal speakers, whose remarks are quoted at length in the pages that follow included E. W. Taylor, who was chairman; C. N. Wright, vice-president of the Platte Valley State Bank, Scottsbluff, Neb., who acted with brilliance as toastmaster; President C. D. Sturtevant of the Grain Dealers National Association; and A. C. Malloy, attorney, Hutchinson, Kan., who gave the principal address of the occasion.

**The Chairmen:** Ladies and gentlemen: It surely beats all what the third largest shipping point in the State of Nebraska has been able to produce. We read in Genesis how the Lord created heaven and earth, and most of us have been content to accept nature's conditions largely as we find them, but out in western Nebraska men have not been content with nature's conditions as they found them and, guided largely by one man endowed with force of character and ability to influence others, they have changed what was once an unproductive valley into such a garden of productivity that today Scottsbluff, a little city of 10,000 people, located in the western part of the state, in the most beautiful part of the Platte Valley is the third largest shipping point in the state and is the largest shipping point in the United States with a single railroad.

This man who has spent the greater portion of his life in western Nebraska, is to-day a banker, an extensive land owner and stock man, but, above all else,



E. M. WAYNE, DELAVAN, ILL.; H. I. BALDWIN, DECATUR, ILL.

he is a leader in the development of those irrigation projects which have made possible prosperity for thousands of Nebraska's citizens. We are fortunate in having him with us here tonight. It is my pleasure, ladies and gentlemen, to present your toastmaster, Clayton N. Wright, of Scottsbluff, Neb. Mr. Wright. (Applause).

**Mr. Wright:** Delegates here with your wives, and delegates-at-large—with no wives. (Laughter). It is certainly a pleasure to be with you. It is a pleasure to get away from home and find out what kind of a man you are. Down in your own country you never hear these words of kindness and praise because it is written somewhere that "a prophet is not without honor except in his own country," but I want to state to you that I feel a little bit like the Scotchman who had lived in this country for some 50 years, and he decided to go back to his old home heather, and when he got back there the first thing he did was to hunt up Maggie, his old sweetheart, and he said to her when he saw her, "Maggie, but you are a wonderful woman. You are the greatest woman in all the world. Your form is just as lithe as it ever was. Your eyes are just as bright. You are the most magnificent girl in all my life." She said, "Oh, Jock, you are the same old liar you always was, but I like you just the same." (Laughter). So you know you can't help but kind of like it.

But when you talk about the things of the past, some way or other I wonder why I am down here from a rural community talking to you people that come from the great cosmopolitan places of the earth. I feel a good deal as I did in the long years ago before we had a railroad in our country closer than 60 or 70 miles. Whenever my father wanted a few provisions for the house, he would load up the old lumber wagon with cabbage, beans, onions, and so forth and say, "My boy, go over to the railroad and bring home the bacon," and I assure you people that then, as probably now, I was the greenest boy that God Almighty in His great wisdom had ever turned loose, and I remember one time when my father sent me over there, and it was just before the fourth of July, and I was with a brother of mine and we got to the railroad, and that night we bedded down with the rest of the livestock in the livery stable and had a very com-

fortable night's rest, and in the morning we came out on to the sidewalk to get the air, and I stood there, a boy with plow shoes and nickel socks and a pair of jeans pants which were three or four inches above my shoe tops, with an old hickory shirt that was in about the third state of fading, and a blue blouse, and a wilted hat, sunburned, baked and scaled, and, as I say a greener boy God never let run around, and as we stood there a couple of town boys came up and they were talking in an excited manner about what they were going to do on the fourth of July in the little town there on the railroad, and finally one of them turned to me and said, "Say, kid, what are you going to do in the country on the fourth?" I never answered him, but I turned to my brother and said: "How in the hell does he know I am from the country anyhow?" (Laughter). And somehow, as I look at you people here tonight, it is running through my head: "How in the hell do you know I am from the country anyhow?" (Laughter).

Now, I have enjoyed this program of entertainment immensely, and especially the dancing girls and singing girls and the singing men, and when I heard that song about Omaha you don't know how lonesome I felt because I did not live in Omaha. You know I live out in the western part of the state away out in the sage brush, and I have nothing to say for Omaha because I don't live here. I have not enjoyed the great pleasures and benefits that you people have, but in some way or other my mind wandered back to the lady who went to the Christian Science Church for the first time in our town the other night, and as she sat there she heard the praise sung of Christian Science religion and of Mrs. Eddy, as I have heard the praises sung of Omaha, and after about an hour of that, and the giving of testimony after the Christian Science faith, and about Mrs. Eddy, she rose up from where she sat and she said, "Sisters and brothers, this is the first time that I have ever attended a Christian Science Church, but I am glad I have come. This is the first time I have ever heard of that beautiful, most wonderful woman, Mrs. Eddy, but I am glad to know her. I am glad to know of the benefits you have received from her"—just as I am glad to know the benefit you people have received from Omaha—"and now, while nobody else is taking the time I thought I would arise and testify to the great benefits I have received from Lydia E. Pinkham." (Laughter). And so about all I can testify to this evening is the great benefits I have received from the

Now, the next prize goes to John W. Redick. I will say for Mr. Redick that he was going to refuse this prize on the same theory that my old friend John Jones acted when his house was blessed with twins, and our lodge presented him with a silver cup, and he said: "Take the darn thing away." But they said: "John, it's yours. It's yours, John, to keep. You get it to keep." Then he said: "All right. I will take it. I thought you had to compete for the darn thing." (Laughter). Will Mr. Redick please come forward. We assure you that you do not have to compete for this every year, Mr. Redick. It is the understanding that all of these prizes that are left here uncalled for go to the toastmaster. (Laughter).

The next winner of a prize is H. R. Caldwell, who is the "Low Net" it says. I supposed that referred to tennis. He is entitled to a half dozen golf balls. Now that is not going to make you any trouble. You don't have to eat these golf balls, Mr. Caldwell, like a friend of mine, old Pete Brown. He went to Chicago with his steers, along with me and when he got home his wife found a powder puff in his coat pocket and Pete claimed that it was a new kind of candy and so she made him eat it. (Laughter). That has been a year ago and he has still got indigestion. The moral to you delegates-at-large is that before you go home search your pockets carefully. (Laughter).

Now, is Mr. Caldwell in the audience and will he come forward? (No response). Well, gentlemen, "my co-counsel" says that we will deliver the prizes, and so the toastmaster is out. There are a great many prizes here, another "low net" is Mr. Bast, who has a quarter dozen of golf balls coming to him, and we will see that they are presented to him. I am acquainted with Mr. Bast, and I was down in the grill with him today and we had roast corn, and after we had finished with it and we were talking there I said to him: "Have some more of the corn," and just absent-mindedly he passed his glass. You can draw your own conclusions, ladies and gentlemen. (Laughter). I did and I am going to take them home and not say anything to Mrs. Wright about it.

Another winner is M. King of Sioux City—I see it is spelled "Soo." That reminds me of a school teacher out there in the old days in Sioux County. He was telling the students about the county and he said: "It is 'Si-ox' County and I said: 'It is not 'Si-ox' County,'" and he said, "Children, here is a man who has been out in the West a good deal and he said it is not 'Si-ox' County, but it is 'Soo-ox' County." So,



COMMERCIAL EXCHANGE DELEGATION FROM PHILADELPHIA  
W. O. Fehling, R. J. Barnes, John Frazier and J. L. King

great North Platte Valley, the valley that is the greatest irrigated unit in the United States, the valley that produces the things that we eat and wear, products that are surpassed nowhere in this great country, and I am glad to testify to that, just the same as the old lady was glad to testify for Lydia E. Pinkham.

Now, then, before we start on this program I am told that there has been a golf tournament here, and that probably the delegates-at-large, those without their wives, have participated in this tournament generally, and I am given to understand that a good many of the elder men have been successful. I am told that the reason for that is—now, I am not an authority on golf because we do not have golf links—but I am told that the reason the elder men have succeeded in this is that when a man gets so old he can't chase anything else, he chases golf balls. (Laughter). I don't ask you to take my word for that. When these successful contestants come here to receive their prizes, as my old friend says, "his competitors"—you can note for yourselves and see whether that remark is true or not. A minister told me that, and I have always accepted it as the gospel truth.

Now, if my assistants will come here we will get out these beautiful prizes which have been given by the grain men of Omaha to the golf enthusiasts. The first prize goes to the best looking and best playing golfer, C. W. Shannon, of Pasadena, Calif. It is a dozen golf balls. (Applause). If this old gentleman will step up here right now he will receive the reward for his diligence—and he has to come up here to get them. You know he is a modest man. A modest man is very popular if he is ever heard of. He is generally not heard of.

he is a man from Soo City. Mr. King is entitled to a quarter dozen of golf balls.

Another winner is S. W. Eastlake, who gets a quarter dozen of golf balls, and Mr. Hauch. Here is J. A. Linderholm, Omaha. I understand that he is an elderly man but he is a very successful golf player, and as a consequence he is entitled to a half dozen golf balls, if he will come forward and receive them even though he limps a little and is a little decrepit he can have them. (Laughter). There seems to be an awful lot of modest men down there.

W. M. Browne of Memphis also is entitled to a half dozen golf balls, and L. T. Sayre, Chicago. Bert Dow of Davenport, and G. S. Hensley of New Orleans, a special prize for the highest score on the water hole, each one getting a pair of small rubber boots. I am not much of a hand on style, but since I saw those ladies dancing I have come to the conclusion that the waist line has come home to roost.

Another special prize is G. S. Hensley of New Orleans, Freeman Bradford, Sioux City, and W. G. Mish of Washington, who will receive a rubber ball and a quarter dozen golf balls.

I want to say to you folks that that is the end of that. I wish they had come up here because we would have had a lot more fun. Taking about prizes, some of those rubber boots appeal to me. They remind me of what a man said to me the other day. He said: "Do you know the great similarity between a modern romance and an old-fashioned bustle?" I confessed that I did not. He said: "Well, they are both false tales based upon a stern reality." (Laughter). A man thinks of those things when he gets old. These old bald headed men would never tell you those kind of

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Sixth Year

things but I haven't got to that age yet. (Laughter).

A man was telling me the other day about how the Psalms and Proverbs happened to be written, which is a matter of ancient history that is not printed in the school books. He said:

"King Solomon and King David lived naughty, naughty lives.

With their thousand lady friends and many, many wives,

But when old age came creeping o'er them, bringing with it inward qualms,

Solomon wrote the Proverbs and David wrote the Psalms." (Laughter).

Now, ladies and gentlemen, to you who live in Omaha, I want to say that you have a friendly town. To you who do not live in Omaha, I want to state to you that Omaha is a friendly town. I have noticed this. I come down here about every two weeks with cattle and one thing and another, and don't you know that every once in a while I pass a lady on the street who smiles to me, and I notice she is just that friendly. (Laughter). That training has come from the grain men (laughter) and they are here with you today.

And then, this is another kind of a town. This is a town that offers you insults, to these people that are insulted with the offer of a drink. I have been insulted since I have been here at least 50 times, and I have conscientiously swallowed every insult. (Laughter). It has kind of worn off but you know when I came down here I felt a good deal like a fellow that answered the advertisement of my old friend Pete Smith, who was bothered terribly with rats down in his cellar, and he offered \$50 to the man that would kill those rats, and some wild-idea fellow came there and he said: "Give me the \$50 and I will kill your rats," and my old friend Pete gave him the \$50 and he went down in the basement or cellar and in a few minutes he came up and said: "Now give me a pound of cheese and a quart of whisky." Getting the cheese was all right but it was a little hard to get a quart of whisky in our town, but he finally got it, and he went down into the basement and in about an hour he came up and he said: "Whoopee, now bring on your rats, I am ready for them." (Laughter).

I want to say to you people that I am a man of few words, as you have already discerned, for a number of reasons. In the first place, like the most of you, I am a married man. (Laughter). That is enough of a reason. In the next place, we have in the State of Nebraska a law requiring the muffling of human flivers. That is reason No. 2. And the third reason is that in some way or other I can't get at a point direct. I can't go right direct to the point and hit it like a skillful prize fighter does, right from the shoulder. I must sort of go around Robin Hood's barn. I'm a good deal like a certain negro who was asked how he counted his sheep so rapidly. He said: "That's simple. I just count the legs and divide by four." That is the way I arrive at a point, and it would surprise you people how accurately you can get at that. Now, my wife, who is a wonderful woman, with social aspirations, induced, or, I should say, demanded, that I go out to Cheyenne, that city about 100 miles from us and take her and some other ladies to see a show that was what the old ladies, my mother and your mother and your aunt and my aunt, would call a "limb show," and which the modern women call—I am a little too modest to say what they would call this, but that is immaterial anyway. We got there, and, being a little thick of hearing, I wanted to get a front seat so I would not miss anything, and we got up there, and you know, really, it was rather enjoyable, and when I got home somebody asked me how many of those fine looking chorus girls there were. I stopped and thought and counted their legs, divided by two, subtracted five for natural excitement and I had the exact number. (Laughter).

Now, I want to talk to you just a little bit seriously. Life ought not to be all bubbles and froth. You know that you and I come down here to a convention, and I wonder why we come here. We come here possibly to learn of the grain business, the men do, and the ladies go shopping, but really, what you come down here for is to get acquainted and to be friendly. Since the war especially, there has been a cry for efficiency all over the land. How can we do work more economically? How can we do it less expensively? How can we get more efficiency? It comes back to us that we cannot get efficiency until we get co-operation and we cannot get co-operation until we get friendship and acquaintanceship.

James Whitcomb Riley has a little poem with something about putting your hand on the other fellow's shoulder "in a friendly sort of way." That is the chance we have got. We have a chance to make contacts. I learn to know you and learn something about your part of the country and we learn about each others folks, we learn of our particular desires, our failures and our disasters, and we are in a more charitable mood, and we can judge better of the other fellow. You know that we get the provincial in this life like the old fellow down in Arkansas: "Chicago is a good city, but it will never amount to anything. It is so durn fur off." (Laughter). That old fellow was provincial because of his geographic location, but you and I get just as provincial by reason of our businesses. You and I as boys looked at a ball game through knotholes in the fence. You looked through

your own knothole and I through mine, and Tom Jones was at the other, and everyone of us would see that ball game from a particular angle through our own knothole. Isn't that right? Now, you are looking at life and you measure it from the particular angle of your business. The banker sees life through the particular angle of a banker. The farmer does the same, the doctor does the same, and the newspaper man and the lawyer and all of the rest of them, and grain men are looking at life through the knothole of their particular business.

To show you how that thing works out—up in Wyoming in the sheep country a lady from Boston was teaching school and she had a fine Sunday school class and one Sunday she had the lesson the Master with the 99 sheep safely in the fold and the one that had gone astray over the mountain, and at the end of the lesson she asked: "Now, children, I am going to ask you a very difficult question, and probably none of you can answer it. Why was it that the Master thought more of the one sheep that had gone astray than of the 99 that were safely in the fold?" Twenty hands went up, and she said: "That is remarkable. It shows more intellect than the Boston children showed," and she turned to Johnny, the son of a sheep man, and said: "Why was it?" and he said: "Because he was the best damn buck he had in the bunch." (Laughter). You see he looked at it through the knothole of a sheep man. He saw the problem and he solved it from his own particular angle.

Now, gentlemen, I am not here to make a speech and I am not going to do so. I have gotten along this far, and I am a good deal like a fellow down South, when they were having a big celebration, and he was "inspired" a little bit and he said to his senator: "Senator, do you know how good a man I am?



M. D. THIEBAUD  
Secretary Los Angeles Grain Exchange

What a good fighting man I am? You see that hundred foot thorn tree? I can take off all of my clothes and I can put a wild cat under each arm and I can climb clear to the top of that damn thing and never get scratched." In the afternoon of the same day the senator saw him and he was considerably bruised and scratched up and he said: "I thought you said you were so good a man that you could take off all of your clothes, put a wild cat under each your arms and climb to the top of that torn tree and never get a scratch." He said: "I did, but I got them coming down." (Laughter) So I am coming down from this "tree" as easily as I can and with as little damage.

We have a man with us this evening who is a very noted man in his part of the country and elsewhere. He is not a grain man, but he represents the strong arm of the law. Personally, when I think about that, I think of the story that a fellow told when George Ade was called upon to make a speech at a banquet, and the toastmaster was a lawyer, and he stood with his hands in his pockets, and when George Ade was done speaking the toastmaster got up and said: "Ladies and gentlemen, this is a most peculiar thing. It is a most unheard of thing—that a humorist can be funny." And George Ade arose and said: "It isn't half as peculiar as the fact that a lawyer stands here with his hands in his own pockets." (Laughter).

Mr. Malloy is a lawyer from Hutchinson, Kan., a man who is known in Kansas from one end of the state to the other, and he is going to speak to you along serious lines. He tells me that he is a co-operator, that he believes in co-operation, but that his idea of co-operation may not agree with some other people's ideas of co-operation. He said, for instance, he can't see the viewpoint of the man down in his country who rode into town one day and he said: "Where is an undertaker?" and someone said

"Is somebody dead at your house?" and he said: "No, my wife is very sick," and the man said: "You don't need an undertaker. You want a doctor," and he said: "The hell I do. I am cutting out all middlemen. I want an undertaker." (Laughter). He tells me that he is not that kind of a co-operator. This grain exchange has been to a great deal of trouble to get Mr. Malloy up here. I am sure his is going to bring a message to you, ladies and gentlemen, that is going home. He is going to bring a little more joy into your lives, going to bring a little more prosperity, going to bring a message which, if listened to, will bring a feeling of content and knowledge which some of us do not now have. I have great pleasure in introducing Mr. Malloy to you, ladies and gentlemen. (Applause).

## ADDRESS BY MR. MALLOY

EVER since I was asked by your committee to talk to you on this occasion, I have wondered how it happened that I was thus honored. I assumed, of course, that some of my friends who were actuated more by friendship for me than by consideration for you, had "gone to the front" for me; but recently, in conversation with one of my Kansas friends in the grain trade, he suggested that I might call attention to the fact that "Kansas Grows The Best Wheat In The World," and that "Hutchinson is the capital of the Hard wheat Belt"; and so it is now perfectly clear to me that my nominators expected me to do some advertising for their exchange. So please bear with me, while I assure you that while Kansas raises Hell, she also raises many other valuable things,—including a huge supply of excellent Hard wheat. Really, you can't blame Kansas for raising so much of the first product I mentioned. You remember she was born during the opening overture of the War of the Rebellion and she has been fighting ever since. Her people have fought savages, the elements, grasshoppers, mortgages, the "Demon Rum"—and one another; and they have won every fight.

We are not followers; we are pioneers. You will recall that Eugene Field once wrote a poem on the subject, "Take it down to Providence and try it on a dog."—Well, Kansas is that dog. She is the nation's political laboratory; she has been the experimental farm, where almost every political seed, bulb and shoot has been planted and grown either into fruit or thistle for the edification of the nation. She has been alternately blessed and damned, commended and ridiculed, emulated and denounced, from the day when the beacon was lighted in her political lighthouse, to either invite to safe harbor or warn from her shoals.

Nevertheless, at the request of the Kansas contingent in attendance, I reiterate: Kansas grows the best wheat in the world.

Now, having disposed of the item of advertising, I want to express my (and no doubt, your) condemnation of the practice of having a good dinner ruined by being obliged to listen to some one tell us something we don't care to hear. After dinner speeches should have been included in the prohibition clauses of the Eighteenth Amendment; but since the practice is favored by politicians, it is one of the few privileges preserved to the individual from our orgy of statutory "Don'ts." And since you now know that I feel this way about it, I trust you will be sympathetic.

When I was casting about for a subject upon which I might talk to you, without placing my life and limb in too much jeopardy, I noted in one of your trade publications an opinion expressed by some one, that the grain trade and grain exchanges had been shining marks at which politicians had been shooting for quite a period of time; and the writer of the article stated that the trade had been baited and abused for so long, that human nature could stamp no more, and that in every man's life there came a time when he feels that stultification of one's manhood by submitting to or ignoring vicious attacks, does not pay,—either in moral or monetary dividends. I uttered a loud and fervent "Amen" to that; and then I came to the conclusion that I might find some sympathetic auditors if I discussed the chronic governmental indigestion which now obtains, due to the prevalent state of the political mind, and particularly to the restrictive, regulatory and experimental legislation with which we have been, and are being gored beyond repletion.

Having been engaged for a period of just 28 years in an endeavor to forecast the outcome of litigated rights, and to advise clients correctly, I have found it impossible to view with complacency the confusion which has been wrought in the body of the law, and the sacrifices of individual rights that have been made upon the altar of political expediency.

I was amused a few weeks ago, as no doubt you were, at a newspaper item, telling of an incident that happened in one of the Mid-Eastern States, where a zealous school teacher endeavored to compel one of the boys in her class to salute the American flag. He resented her efforts so vigorously, that she wound up with a broken nose.

Can't you visualize the situation? I don't suppose that teacher ever explained to her pupils what the flag really symbolizes. Perhaps, as is so often the case, she did not know. It was probably merely a routine matter—an empty gesture. How many there are in our land today, who believe that loyalty is exemplified by saluting the flag or standing during

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the rendition of the "Star Spangled Banner"—who do not realize that the flag is the emblem of our governmental structure. Robert Hall, a noted English divine, once said: "Patriotism is a blind, irrational impulse, unless it is founded on the blessings we are called to secure, and the privileges we propose to defend."

We, who have been born and reared under this beneficent Government, accept as a matter of course the rights and privileges which we enjoy, as though they are an incident of our existence, and not subject to change from any cause whatsoever. How little thought we give to the fact that down through the ages, man had no such thing as individual rights! His property, his family, his very life, he enjoyed only so long as the whim of another forebore to take them from him. What may be regarded as the first real recognition of individual rights, was the English Magna Charta, which was hailed as the greatest boon ever granted by sovereign to man—the foundation of constitutional government. Yet that was simply a restriction on the prerogative of the crown; it in no wise restricted the powers of the legislative body; and no individual rights were safe from legislative invasion. It was not until the creation and adoption of the Constitution of the United States, with its attendant Bill of Rights, that rights and privileges of the individual citizen were recognized and made secure from invasion, even by the Government itself. Of this document, that eminent English statesman, William E. Gladstone, said: "It is the greatest work ever struck off at any one time by the mind and purpose of man."

Pitt said: "It will be the wonder and admiration of all future generations, and the model of all future constitutions."

Henry William Elson said: "The Constitution of the United States is by far the most important production of its kind in human history. It created without historic precedent, a federal-national Government. It combined national strength with individual liberty in a degree so remarkable as to attract the world's admiration. Never before in the history of man, had a government struck so fine a balance between liberty and union, between state rights and national sovereignty. The world had labored for ages to solve this greatest of all governmental problems, but it had labored in vain. Greece in her mad clamor for liberty, had forgotten the need of the strength that union brings, and she perished. Rome fostered union, nationality, for its strength, until it became a tyrant and strangled the child, liberty. It was left for our own revolutionary fathers to strike the balance between these opposing forces to join them in a perpetual wedlock in such a way as to secure the benefits of both."

And so on, the paeans of praise from the most eminent statesmen and scholars of the world from that day to this, might be quoted.

## Mobocracy

We were conceived a republic, a representative form of government; and not a democracy (or, as it may properly be called "mobocracy"). In fact, the Federal constitution in so many words, guarantees to every state in the union, a republican form of government. One of the prime reasons for this, was to guard against emotionalism, and to leave the machinery in a condition elastic enough to remedy errors that might be made, without being obliged to resort to the ponderous and unwieldy method of direct vote of the people. Under the representative system, a natural grouping of the voters into certain parties or organizations committed to certain principles, followed—as was anticipated.

We were not content with that orderly arrangement. We wanted to experiment. Influenced by the honeyed slogan of "Let the People Rule," we cast aside the convention—the representative method of selection, and embraced the open primary; and established a free-for-all political derby—no experience, records, qualifications or entrance fee required. The only equipment needed for a successful enterprise consisted of nerve, leather lungs, a catch-phrase slogan, and an expressed hatred of vested rights and successful men. This was popular with the uninformed voter. Principles of statecraft were no longer the issue. Instead, the issue was the individual and his slogan (often a meaningless or hypocritical one). It became increasingly difficult to enlist as candidates, men of standing and ability, because of the gauntlet of unwarranted indignities they would be obliged to run. Lambasting Wall Street, the corporations, the railroads, the boards of trade, and all of the rest of the "wealthy malefactors," coupled with protestations of love for the farmer, the laborer, the women and the Almighty—was sufficient in most instances to assure a successful election. And oh, what a misfit he was when he got in!

I am reminded of a story that went the rounds in a campaign several years ago. John and Martha, after the children had all married and gone, were spending their declining years in a cottage near the railroad, and the only companion of their loneliness was their dog. The dog was accustomed to run after each passing train. Observing these antics one evening, Martha said: "John, what do you suppose makes that dog run after that train?" John replied: "Well, Martha, I hadn't given that part of it much thought."

The thing that bothers me, is what would he do with it if he got it?"

This little campaign story was applied to the candidacy of a certain individual for one of the highest offices in the gift of a state. His bid for votes and his declared qualification for office, was that he was a "dirt farmer." And as a further bid for popularity and as optical proof of his qualification for office, the voting public was circularized with his photograph with one arm around the neck of a cow and the other around the neck of a mule. Was he elected? Of course he was elected—for that's the way they do in pure democracies.

A few years before this, an attorney whose eccentricities had occasioned his being brought before the court on several occasions for inquisitions as to his sanity, announced himself before the primaries as a candidate for high judicial position in a certain state. My recollection is that he received some 45,000 or 50,000 votes for the position.

And so it goes. Bill Jones from Squeedunk gets elected to the legislature. He immediately repairs to the office of his lawyer friend, Sam Smith, and gets him to draft a bunch of bills to toss into the legislative hopper. Good advertising matter for the constituency to read! Is it any wonder that our statute books are clogged and jammed with fool laws and regulations about tweedle-dee and tweedle-dum; and that boards and bureaus, and spies and inspectors, and censors and testers, and guardians and collectors are created and empowered and salaried and seated in swivel chairs in the name of our vaunted "Liberty and Equality, now and forever"? Is it any wonder that a state legislature would, by solemn enactment, provide a highway to Heaven, and prohibit the mental exercise that might result in a conclusion that in the

passed by a great and glorious majority, due to the heavy vote of the Americanized Mexican railroad laborers, et cetera. This was a wonderful commentary on our free-lancing.

In the Library of Congress at Washington, a uniformed officer stands guard over two of our ancient documents—the "Declaration of Independence," and the "Constitution of the United States." A beautiful sentiment, and a highly commendable practice; but what about guarding the rights, principles and guarantees of that Constitution? This mania for amending constitutions has not been limited to the states. We have also done some butchering on our national constitution. I am not going to discuss the Prohibition Amendment; I have no doubt you have all talked that subject threadbare. Suffice it to say that it was hastily considered and passed on a wave of emotionalism, and became a part of our Constitution in a form which was decidedly inelastic. How much better it would have been, if it had simply conferred upon Congress the bare power to act in the premises; and left the particular features to be acted upon by Congress from time to time as changing conditions required.

The amendment providing for election of United States Senators by direct vote of the people, was a radical departure from the intent and purpose of the framers of the Constitution. It was their purpose and intent that the Senate should be a check upon the activities of the House; that since members of the lower House were to be chosen by direct vote of the people, the senators should be selected by the several legislatures and thus be somewhat removed from the direct influence of the voters, and not amenable to the soft impeachment of vote-getting, through catering to the desires of the uninformed.

All that is changed now; and surely it is too much to expect of a human of being in senatorial vestments, that he should not be regardful of the voter's emotions.

How truly this may be demonstrated by reference to a statement made by a member of the House (whose name I do not now recall), during a late session of Congress. It seems that a couple of representatives of agricultural societies waited upon him and complained that Congress had not (at that time) shown an inclination to enact a law for the relief of the farmer. The Congressman replied, "Well your several farmers' organizations have not as yet agreed upon a measure. When you do, we will pass it."

Shades of Webster and Calhoun! Has Congress abdicated in favor of occupational organizations? I wonder if it occurred to that congressman that it was expected of him under his oath that he function mentally and morally on these governmental problems?

Of what avail is all this mass of law and regulation? Is it not current comment both within and without legislative halls and party councils, that much of it is passed to control the other fellow; or to meet an emotional clamor from some section or organization; or for public consumption, and not expected to be observed?

Jefferson said, "That Government is best which governs least." We have rejected the advice of this great teacher. Crime is rampant in this country as it never was in our history. Respect for law has become from frequent comment, a standardized joke.

You have all heard, of course, of the lukewarm attitude of some of the judges throughout the United States regarding the enforcement of our sumptuary laws and regulations. Recently this one was told:

A young lawyer was elected to the bench, and as is usual, took his duties very seriously, and was very zealous in performing the functions of his office. One of the first matters to come before him, was the trial of a bootlegger. The case was conducted with great vigor on the part of the prosecution, and resulted in a conviction. This young judge thought that before passing sentence upon the offender, he should consult a judge in another division, who had had long experience on the bench; so he called the older judge and said to him:

"Judge, you know I have but recently assumed my duties on the bench, and I am concerned to discharge them properly. I want to have the approval of my conscience and the approval of the public, as well, in the penalties that I assess. Right now I am confronted with a matter that puzzles me a little bit, and I want your help. I have a bootlegger here before me; in fact, he is in my chambers now, and I would like to get your opinion as to what I should give him."

To this inquiry, the experienced judge replied, "Well, I wouldn't give him over \$6.50 a quart."

While, of course, on the occasion that this was told, it constituted simply a joke at the expense of the young judge, we cannot but recognize in this undercurrent of jocularity concerning one of our laws, that either something is wrong with the law itself, or with the sentiment of the people with reference to it. Either the law or the temper of the people should be modified to the point where respect for the law would obtain. If it is a matter to be joked about among officials, what can you expect of others. We have the greatest array of organizations for the uplift of everything under the sun, and the politicians procuring their votes in proportion as they bend the pregnant knee to the demand of these or-



J. V. BASS, MARSHALLTOWN, IOWA; J. H. WEAVER, OMAHA

remote past some of our ancestors clung by their tails to the family tree?

You no doubt have heard the story related of the negro boy—who, when questioned as to whether he knew who Washington was, replied, "Nos-suh"; and when questioned as to whether he knew who Lincoln was, made similar answer; whereupon in answer to the query as to whether he knew who God was, he countered with the question: "Am his last name 'Dam'?"

One is rather impelled to the belief that there should be some educational qualification for voters rather than to permit such as he, upon arriving at the supreme qualification of 21 years of age, to exercise suffrage upon matters vital to our governmental existence, without having a foreign suspicion of what it is all about.

I recall some statements made by a Californian, who was commissioned as a special emissary by President Wilson to visit the German emperor prior to the war. He referred to the method of selection of official misfits, by saying it was equivalent to selecting a boot-black to do our interior decorating or procuring the courthouse janitor to try our cases in court. He said that in his home state of California, there had been submitted at a then recent election, a wholesale quantity of amendments to the state constitution. I think there were seven. He said that he felt he was entitled to say that his educational attainments were above those of the average citizen—that he held several degrees from different educational institutions. He studied the amendments carefully, and was able to digest only three of them prior to the election, and concluded to vote for two, and against one of those, but as to the others he would not cast a vote, because he did not feel capable of doing so. According to his statement, however, all seven of the amendments

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ganizations. The belief seems to prevail that all that is necessary to accomplish a thing is to pass a law declaring it will be so, and then turn over and go to sleep while the law executes itself. Our crime statistics are the marvel of the civilized world. When one great American city can be the theater of more major crimes in one year than England and Germany combined, we are not very well equipped to evangelize the world.

When our immigration authorities deny to a foreign countess entrance to our country on a sight-seeing trip, because somewhere in her past, she has been guilty of an act involving moral turpitude, and her resident, sometime paramour is obliged to seek sanctuary in a foreign jurisdiction, to avoid possible detention;—while at the same time everything else is pushed off of the front pages of metropolitan dailies to recite the sordid details of an American divorce scandal in high life,—is it any wonder that we have been declared by foreign sociologists to be the most hypocritical nation on the face of the earth? And is it not strange that when one raises his voice in protest against some of the ill-advised measures that have crept into the body of our law, he should be classed by men high in the councils of the nation, as a "nullificationist"? How will you get rid of bad legislation, if it is not attacked and denounced? Are we still under the espionage that prevailed during the late war, that we dare not, with our constitutional guarantees of free speech and free press, attack erroneous measures and seek to correct them? Shall we continue to sit complacently by, while the mad dance goes on and the inflamed reformers continue to shear us of personal rights, and continue to confer them with great glee upon the sovereign state?

The major criminal is lost to sight in the mad rush to regulate the otherwise law-abiding citizen with mala prohibita enactments. The misguided uplifter is continually demanding the arrest of some petty offender, but as soon as some major criminal is apprehended, he starts the "sob-squad" to save the poor man, because he has a family, or because there is possibly a remote spark of manhood left in him.

I recall a statement recently made by one who was thinking along right lines, when he said, "I wonder how it came that Lincoln got to be the man he was, when he didn't have some civic club to provide him with a lamp, and another to provide him with books." Parents are encouraged to abdicate in favor of legislatures. Individualism is in danger of being throttled. I recall that Nicholas Murray Butler in a recent address, referred to the fact that our law-making bodies were seeking to destroy individualism and to convert our entire population into one gelatinous mass, controlled by law.

All this is not the fault of the state or the nation. Criticism is not directed against our Government. It is directed toward those, who, either from improper motives or faulty reasoning, have brought this state of things to pass. It is directed toward substantial business men, society devotees, and even the home lovers of our country, who fail to think and act and vote upon these measures and these men. When, as can be statistically shown, the state officials in a certain state were elected by a majority of an aggregate vote of less than 16 per cent of the total voting population of the state, the story is partially told. The reformer, the crank, the red, the chronic uplifter, is always busy, and always votes. Do you?—It is not in war seasons that the danger lies, for then we are all keenly alive. It is in the slothful complacency of peace times that the dangers assail us.

Edward Everett said: "Beneath a free government, there is nothing but the intelligence of the people to keep the people's peace. Order must be preserved not by military police or regiments of horse-guards, but by a spontaneous concert of a well-informed population, resolved that the rights which have been rescued from despotism shall not be subverted by anarchy."

In the zeal of my advocacy I have tried you. I am sure; and I hope you will pardon me. In closing, I want to admonish you to become interested, alert and active in the restoration of this Republic to its original conception.

I conclude by reading to you what I deem to be one of the most profound appeals made in behalf of our country. It is from the lips of the late Henry D. Eastbrook, a famous New York lawyer, and was delivered at a banquet of the Missouri State Bar Association, in the year 1913. In part he said:

And so, on this great continent, which God has kept hidden in a little world,—here, with a new heaven and a new earth, where former things had passed away, the people of many nations, of various needs and creeds, but united in heart and soul and mind for the single purpose, builded an altar to Liberty, the first ever built, or that ever could be built, and called it the Constitution of the United States.

O marvelous Constitution! Magic parchment, transforming word, maker, monitor, guardian of mankind! Thou hast gathered to thy impartial bosom the peoples of the earth, Columbia, and called them equal. Thou hast conferred upon them imperial sovereignty, revoking all titles but that of man. Naive and exotic, rich and poor, good and bad, old and young, the lazy and the industrious, those who love and those who hate, the mean and lowly, the high and mighty, the wise and the foolish, the prudent and the imprudent, the cautious and the hasty, the honest and the dishonest, those who pray and those who curse,—these are "We, the people of the United States,"

—these are God's children—these are thy rulers, O Columbia. Into our hands thou hast committed the destinies of the human race, even to the omega of thine own destructions. And all thou requirest of us before we o'erstep boundaries blazed for guidance, is what is required of us at every railroad crossing in the country: "Stop, Look, Listen." Stop and think. Look before and after, and to the right and left. Listen to the voice of conscience.

If the zealot, impatient of the wise caution and delay enjoined by the Constitution, would break down its barriers to hasty action, he should be compelled, if only as a penance, to study the Constitution, and to know all the circumstances out of which it grew, the quality of the man who fashioned it, as well as the quality of the work accomplished by them. He should be taught these things in school. We have deposited the Bible in our public schools; would any American object if we substituted the Constitution? Why should our schools have a "Flag Day"? Why should a teacher point her pupil to the flag and the stars enskied in it, as the symbol of human liberty, without telling him of the tremendous Law that put each star in its place, and keeps it there? I would fight for every line in the Constitution as I would for every star in the flag, for flag and Constitution will live or die together.

I know not if the times are ripe, or if events are merely gathering to a head; but soon there must come someone,—some Washington in the field or some Marshal in the forum,—who will sound a trumpet that will once more rally us to the defense of the Law.

**The Toastmaster:** Now, my friends, I have made an awful mistake here in the fact that the second speaker on the program was C. D. Sturtevant, president of the Grain Dealers National Association, and I unintentionally surprised Mr. Sturtevant by passing over his name. Now I am going to intentionally surprise him by calling on him, because I know that he has a message for you and you will all benefit to hear him. This surprise business is like the old fellow that lived up in our town. There is a river that runs through that section, the great North Platte River. One day he drove into town with a wagon load of

tions have done, in developing our present system of grain marketing, and I hope Mr. Malloy's words to you this evening will inspire you with the spirit and the courage which we need in that respect.

Now, ladies and gentlemen, I had thought over a few words that I was going to say and I don't know whether I ought to say them now but I will anyway. I am in a rather peculiar position. The Grain Dealers National Association has been in existence 31 years, and during that time, which is quite a long time in our business life, we have built up and developed a few precedents and a few customs which we try to observe in our business and in our conventions, and it has become customary at our conventions at this time for the president of the association to arise and express to his hosts who have entertained the association his appreciation for their hospitality. Ladies and gentlemen, I am in a rather peculiar position because this is my home town and I don't think that I am enough of a mental contortionist to stand before you and try to pat myself on my own back for giving myself this party, and that is what I would have to do.

When Omaha invited this convention to come here, we decided we were going to try to make it a pleasurable occasion for everyone who came to act as our guests, and the Grain Exchange many months ago appointed as chairman of the Convention Committee a gentleman who has given a very large part of his time to the success of this convention for your entertainment and pleasure and to make this one of the best conventions the National Association has ever had. Frank C. Bell, of the Omaha Grain Exchange, has had entire charge of the proceedings, this entertainment and this convention, and the thanks of the Association—even though I am a fellow member of the Omaha Grain Exchange—are due to Mr. Bell and his committeemen for the wonderful time they have given us and the wonderful entertainment which they have presented to us at Omaha upon this occasion. For the Association I want to thank Mr. Bell, and for the Grain Exchange I want to say to all of you that we were mighty glad to have you here with us and we hope you will come again. (Applause).

**Mr. Bell:** Mr. Toastmaster, if I may say just a word. I am not supposed to have a place on this program. I came here tonight to get a square meal because I haven't had one at home this week. But I would like to see credit given where it belongs. This convention was not a one-man affair. I had to have a great deal of help. I want to express my appreciation to the chairman and the members of each of the various convention committees who so ably assisted me in making this convention the success that it has been. I hope that you will all go home and feel that you have had a good time here, and we hope to be able to even better this entertainment for you if you decide to come to Omaha again. (Applause for Mr. Bell and committee heads as they in turn stood by request of the speaker.)

**The Toastmaster:** We are now about to close, and I want to say to the ladies that there have been many good things said here and some things that are good have not been said. You will understand that gentlemen in talking before ladies find their style a little cramped. I found all through the evening that there has been a little "crampiness" in some of the styles. Don't believe all that you have heard. I don't know how it is down in the "rain-belt" country, but up here where we irrigate there are two classes of women—one class won't believe a thing their husbands tell them, and the others have no husbands. (Laughter). I want to say to the ladies again, to those of you who do not live in Nebraska and are not familiar with its laws, don't flirt with any of the married men. There is a law against it in Nebraska, for the reason that it is unsportsmanship to shoot a bird before it rises or to take candy from a kid. (Laughter).

I have been very much pleased with the speech here of Mr. Malloy and with the other speeches, because it meets my idea of the situation. As I was sitting here I thought of the discoveries of some of these old boys who have been digging around in the tombs and catacombs—I don't know what you call them, but they are grave-diggers—but, nevertheless, they have discovered a lot of things down there aside from the mummified remains of Egyptian monarchs. They have discovered, among other things, that they used to grow grain back in those ancient days, and they have discovered how they did it. They disturbed the ground with a crooked stick, sowed the grain by hand, cut the grain with a knife or a sickle, thrashed it with a flail, winnowed it, and ground it with two rough stones. Sixty or 75 years ago, when a man was in the grain growing business, he repeated the same old formula; he disturbed his ground with a crude stick, he sowed his grain by hand, he cut it with a sickle or a knife, threshed it with a flail, winnowed it in the wind, and took it to about the same kind of a mill that his old ancestors 2,000 years ago had to use. In other words, there were 2,000 years that they did not develop anything in the grain business. All of this wonderful development has come in the last 60 or 75 years. There has been a great and tremendous change there. In those old times they were burning old Lady Shipton for a witch because she said she would fly in the air. There has come a change, and as that change has come it was not alone the growing of grain that counted. It was also the marketing of grain, and there came a change in the minds of men and women as to business ethics. No longer did they



H. L. WIERMAN, DENVER; A. N. SHEFFIELD, BATTLE CREEK, MICH.

vegetables and he said to himself: "I am going to surprise my wife and get a new suit of clothes, new shoes, underclothes, shirts, etc.," and when he got into town he disposed of his vegetables and he bought his wearing apparel and put it in the back of his wagon, but he did not get time to change it there, and, so going home at night he got on the bridge across the river and he said to himself: "I will just change right here," and he took off all of his clothes and threw them into the stream of the river and he reached back to get his new clothes, and some whelp had stolen them. He sat there for awhile on the seat of the wagon, and then he whacked up the old mare and said: "Go on, Maude, we will go home and surprise her anyhow." (Laughter). So I am going to surprise Mr. Sturtevant. (Applause).

**The President:** Mr. Toastmaster, ladies and gentlemen. When Mr. Wright did not call upon me to speak, I settled down to enjoy the evening. I hoped that I had escaped the ordeal of having to speak to this body this evening after the wonderful talk we have heard from Mr. Wright and Mr. Malloy, but, in a way, I am very glad to be able to say just a word to you after Mr. Malloy's address. He has given us a message which I think we should all heed. I noticed he had before him while he was talking a little book called "Back to the Constitution," which is a book which every man and woman in this country ought to read, and which certainly every man in the grain business ought to read, because it is a declaration of rights which we ought to take to our hearts. I think the time has come when this Association together with the grain exchanges and other grain associations should get up and speak their piece and say what they think and fight their battles and not be ashamed of being the grain men, not be ashamed of being a middleman, but get out and tell everyone what good people we are and what a wonderful thing we have done, what a wonderful thing the grain men of the last two genera-

say: "Business is to get all you can out of the other fellow," but they progressed to the point where they said: "Live and let live," and then came along the other fellow who said: "Business is common fairness" and I believe that is where we grain men stand today. There has been some misunderstanding with the farmers, but I want to say to you that the farmer is not looking for charity. He is looking for understanding, and we come together here and I think that we get it. Now, if there is nothing more on the program tonight, we stand adjourned.

(Adjournment).

## Wednesday Morning Session

The meeting was called to order by the president at 9:30 o'clock, Wednesday, October 12.

**The President:** I will ask F. E. Watkins to report for his special committee.

### REPORT OF SPECIAL COMMITTEE ON AMENDMENT TO TRADE RULE NUMBER TWO

By action of this association in convention at Buffalo last year, this committee was appointed by the president to consider Trade Rule No. 2 as affected by amendments offered at that time and also to consider the situation growing out of an apparent conflict between Rule No. 2 and a trade custom of the seaboard markets, more particularly those markets located in New York City and Philadelphia.

This conflict arose through the definite statement in Rule No. 2 (b) "that whenever applied to a terminal market, the word 'terms' shall be construed to mean that all the rules governing such market shall obtain" in contradistinction to a trade practice of long standing, having all the weight and precedent of a custom in the seaboard grain markets, that "Weights and Grades" of such markets included automatically the adjudication of contracts including this phrase, under the rules of said markets.

On March 10, last, your committee assembled in New York City and met in conference with members of the Grain Committee and other representatives of the trade of the New York Produce Exchange and an agreement was speedily and amicably reached, which agreement, in the opinion of your committee, looks toward the prevention of misunderstanding similar to that occurring in the Philadelphia market in 1926. This agreement resulted in the posting on the floor of the Produce Exchange on March 11, the following:

#### "Notice to the Grain Trade"

To avoid misunderstanding or difference of opinion concerning terms of sale, the Committee on Grain recommends that members of the exchange and particularly brokers, insert in all contracts, the following clause:

"All disputes arising under this contract to be settled according to the rules of the New York Produce Exchange."

(Signed) "WILLIAM BEATTY,  
Acting Chairman Committee on Grain."

March 11, 1927.

On March 11, your committee conferred in Philadelphia, with representatives of the grain trade of The Commercial Exchange of Philadelphia and after thorough consideration of the matter, an agreement was there as readily and amicably arrived at, with the result that the following notice appeared on the bulletin board of the exchange:

"March 14th, 1927.

"To Members:

"With the view of having a more clear and definite understanding in making contracts, and thereby eliminating costly and disagreeable disputes:

"Resolved, The Grain Committee of The Commercial Exchange of Philadelphia recommends and urgently requests:

"That all contracts on grain made subject to 'Philadelphia terms' or 'Philadelphia weights and grades' either between principals, or by brokers acting for principals, shall embody in the contract the following paragraph, under Rule VII, of the Grain Rules:

"This contract is made in view of, and in all respects subject to, the by-laws and rules established by The Commercial Exchange of Philadelphia in force at this date."

"By order of the Grain Committee.

(Signed) A. B. CLEMMER, Sec'y."

Too much cannot be said of the cordial reception, and courteous hearing given to your committee by the representatives of each of these markets. The spirit of co-operation and an earnest desire to reach a fair and friendly adjustment of our apparent differences, commensurate with the dignity and rights of the organizations involved, pervaded both conferences.

The committee, in its desire to remove the last vestige of a difference growing out of this situation, (and obviously based on a misunderstanding) perhaps over-stepped its authority and earnestly sought some way to bring about the reconsideration and adjudication of the case of Vanatter & Co. vs. The Philadel-

phia Export Company and are gratified to know that our efforts bore fruit to the extent that this matter was adjusted at a later date, with honor to both parties, and that the defendant has been restored to all the rights and privileges of membership in this organization.

In reference to Rule No. 2, in our opinion, no change in its present form is required in so far as it bears on the matter referred to this committee.

**The President:** I want to say that the thanks of the national association are particularly due to Mr. Watkins and his committee for the wonderful work which they did for us on this special assignment. They have cleared up a situation which seemed likely to cause considerable harm to the association, and they did it 100 per cent. What is your pleasure concerning this report?

(It was moved that the report of the committee be adopted as read. The motion was seconded and carried unanimously.)

**The President:** I think one of the reasons perhaps why the grain trade does get into trouble occasionally is because we seem to be inarticulate. We know what the grain business is. We know what a wonderful system we have, but we have in the past lacked anyone to tell these things to others, to tell people outside of the grain business about it, and we are very fortunate in having with us this morning a gentleman who is supplying that lack which we have had in our trade. I have no desire to be a coiner of phrases, but I take the liberty of introducing Frank J. Delany, of Chicago, as the "voice" of the Chicago Board of Trade, who will address us on the subject of "Illinois State Politics and the Kessinger bill." (Applause).

### ADDRESS BY FRANK DELANY

I DO not wish to make comparisons between disproportionate events, but I am sure that the gentlemen who approved and signed the Declaration of Independence in that fateful summer of 1776, must have had a profound conviction of the solemnity and



FRANK DELANY, CHICAGO

fatefulness of their decision; no less than of the righteousness of their principle and their cause. Their act was the acme of political courage and it changed largely the destiny of man.

A decision no less pregnant with facts, no less sound in principle; requiring the exercise of no less courage, was made last summer by the executive officers of the Board of Trade of the City of Chicago. That institution with an unsullied history of more than three quarters of a century, had become a vital force in America's commercial progress and growth. In that lengthy span it had survived the perils of flood and famine, fire and pestilence, financial and political panic, even of civil war; and finally of the gigantic commercial convulsion which accompanied the calamitous World War. From each trial it had emerged with increased prestige. Again a crisis confronted it.

And the decision was, "Better commercial death than commercial dishonor."

The experience back of that decision may be summed up as follows: For many years, the political situation in Illinois has been very much mixed, at times chaotic, and consequently always menacing. Our state is normally Republican. The population is rather evenly divided in numbers between urban and rural. The activities of our citizenship are not so predominantly agricultural as in most of the other corn belt states. Our governor has been elected by down state votes, largely because of division amongst his political opponents within the same party in the cities, particularly in Chicago, and in spite of the hostility of the metropolitan press.

The legislature reflects in its personnel this situa-

tion. Party control and party responsibility are almost entirely absent. Lacking responsibility as a curb, recklessness has opportunity to rule in the legislature. The governor has been able to organize it sufficiently well to carry out most of his policies but with great difficulty and the organization was loose because of political dissension, and broke down at critical moments.

There has been therefore in the assembly as a whole much of conflicting and aimless purpose, and political shifting about and reprisals. The Illinois legislature like those of our neighboring states, and perhaps the legislatures of all states, contains many able and high minded men, and some who are conspicuously incompetent—others who are not particularly scrupulous in their attitude toward measures or methods. On the whole it probably is a typical cross-section of our citizenship.

For many years the Illinois Senate has been well organized. It has been controlled by a few men who have held control (of that comparatively small body, only 51 members), through their control of strategic chairmanships, and through their co-operation with each other in complete disregard of party lines, but in complete unanimity of purpose.

The House, because of its larger membership (viz. 153 members), and because of political conditions within the state, has been more difficult to organize, and consequently its activities have been in a great measure unsatisfactory. It has been hard therefore to gather together a consistent and a dependable majority on any measure. The merits or demerits of measures were lost sight of in that medley of confusion. Conflict of theory and interest made the question of expediency or of retaliation control votes of a sufficient number of the members of the House to make every majority and every roll call a matter of extreme uncertainty. This situation has obtained substantially since 1920.

You will recall that when the awful calamity of the World war burst upon an astonished world in 1914, the first result was a convulsion in commerce. Almost every commercial exchange in Europe and America either closed completely or carried on under "moratoriums" or makeshifts that almost completely extinguished their usefulness.

But there was one shining exception. There was then, as now, in Chicago among the financial and commercial minds, enough of courage, enough of patriotism, and enough of faith in each other and in their fellow men to keep the Chicago Board of Trade open during all of those trying days, and there was in consequence no lack of a similar courage in other grain exchanges.

Only by reason of this, the farmer enjoyed throughout the crisis, the same market opportunities as before. Producers of grain in the great valley between the Appalachian Range on the east and the Rocky Mountains on the west contrasted their position with that of the cotton producers. They found it easy then, to extol the Board of Trade. Praises of the exchange system rang through the metropolitan and the rural press.

On the entrance of our country into the conflict the flexibility of our methods permitted close, effective and efficient co-operation with the agencies of our Government, entrusted during the national emergency with dictatorial powers. Again there was a general appreciation and commendation of our activities and accomplishments.

Along in 1920-21 came the collapse of farm land values following closely on the period of declining grain values. At once the picture was reversed and the agitator had his opportunity. There was complaint by the farmers. It is very human for a perspiring fat man on a hot day to curse the thermometer; although he knows the instrument is not the cause of his discomfort. The farmer can be pardoned for a similar unreasoning attitude towards his markets.

Then there was found, as is always found, plenty of selfish men willing to fan the flames of discontent into a political program which promised something of prominence, something of popularity, or something of possible pecuniary opportunity to themselves. There are always plenty of "Glory Seekers."

No doubt because of this economic situation, the two great bodies of organized agricultural thought in our own state (The Farm Bureau and the Illinois Agricultural Association) were at that time dominated by men of radical thought. Their extreme views were stimulated by radical editors of farm papers, by self-seeking politicians, by doctrinaires and theorists, and glory seekers, and agitators of one kind or another.

The legislature met in the spring of 1921. Then occurred the first battle, the fight over the "Lantz" bills. This was the background of the "Kessinger" bills in the last assembly this summer.

The Illinois Agricultural Association in 1921 claimed, and I believe rightly, a membership of 110,000. There are about 300,000 farmers in Illinois. Although a minority of the industry this organization constituted in numbers, therefore the largest, most determined and most aggressive single political force in the state. And it was a political force in its purpose and methods. Small wonder then that when the "Lantz" bills were introduced, it was immediately discovered that the proponents of these measures had taken the precaution to see that the agriculture com-

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mittees of the House and Senate had been previously so constituted as to insure a favorable report on any message referred to them. The "Lantz" bills were completely destructive. Their proponents of course denied any such purpose or result. It is only fair to state here that I do not believe that many of these farm leaders had any destructive purpose in mind. They simply did not understand the delicacy of commercial adjustments or the inherent economic necessity, for, or the value of, or the reasons for the rules, customs and practices in vogue and enforced by exchanges in the grain trade.

It was possibly from the same combination of causes that all grain exchanges were being attacked at this same time, by the same organized agricultural forces, through Congress in session in Washington; where the American Farm Bureau Federation, led the attack.

There was between these national and state organizations of farmers the most beautiful co-ordination and co-operation. We were forced to fight for our existence on two fronts simultaneously. Committee hearings in Illinois were timed simultaneously with similar hearings in Washington. In Washington the proposed legislation was critically examined on its merits, but in Springfield members of the legislature were called in and told how they must vote. Well-organized pressure from the home folks was developed in every district in Illinois. And political extinction was threatened to every legislator who refused to vote as he was told. A steam roller was in action.

We of the Board of Trade, who were hastily thrown into the breach to oppose the threatened annihilation by argument or persuasion, resembled nothing so much in our earnestness of purpose and in our hurried emergency organization and efforts, as the small town volunteer fire department of the old days. We seemed to be leading a forlorn hope but the very gravity, and the very danger, of the situation compelled us to close our ranks and to hurriedly organize opposition to the destructive forces. We did this effectively by going directly to the source of the power, which the Illinois Agricultural Association wielded, so ruthlessly. We went to the individual farmer.

Naturally our campaign stimulated the opposition sharply and the result was a battle which in intensity and in dramatic development in organized heckling in strenuous contest of parliamentary tactics, in tenseness of feeling and in all things which go to charge the atmosphere of legislative halls with dynamic portent was the tensest, bitterest struggle ever seen in the legislature in Illinois. The efforts of the two opposing forces carried on in the rural districts brought the fight to every farm home in Illinois.

Induced by the persuasion of either side, or by their own serious interest, in the issue, not hundreds, but literally thousands upon thousands of farmers journeyed to Springfield to register their convictions. It was made plain that the best farmers opposed such crazy legislation. Then came wavering of allegiances, disgust of methods, doubt of expediency, resentment of dictation, rebellion against pledges, and finally defeat. Observe that: It was the help from the farmer of Illinois, awakened to the danger which radicalism threatened, that defeated the "Lantz" Bills.

In 1923 the Illinois legislature met again. There were introduced several bills aimed at the Board of Trade and exchange methods of marketing grain, these bills were not pressed and died without any turbulence or convulsions. The strenuous fight of 1921 was fresh in the memory of all the participants and no one had any appetite for another conflict of the kind. Possibly also the circumstance that about that time it was becoming apparent to the farmers that the ambitious promises and plans of the United States Grain Growers, Incorporated, were not to be realized.

Again in 1925 when the legislature convened a similar group of bills were introduced but these lacked aggressive support and they finally died through sheer lack of interest.

At that time the Grain Marketing Company had been organized and there had developed a rather sharp divergence of views of this program between the farmer organizations, namely the Illinois Agricultural Association, the Farm Bureau and the Farmers Co-operative Elevator Association. Pressing these bills then, would have intensified and made acute the internal strife and differences and it was therefore good strategy and good judgment to refrain from forcing an issue which would have revealed and increased disunion and differences among the forces of organized agriculture. In that situation their political force would have been no doubt ineffective, and would have been almost completely discredited.

Coming now to 1927—a different condition obtained. The Grain Marketing Company had liquidated. There had been considerable newspaper publicity given to differences developed during that liquidation and open charges were made of irregularities on the part of a house long prominent in the grain trade. The Iowa Industrial Commission had gone on a rampage. All of this furnished hostile members of the legislature with an excuse and an opportunity. Many bills and resolutions were introduced.

A House resolution of investigation very broad in its terms and scope was passed with hardly a dissenting vote, and a committee known as the "Curran" Committee, from its chairman's name, immediately

began sessions in Chicago. The bill before the Senate Committee on Agriculture was one of old "Lantz" Bills resurrected from its 1921 grave.

The Illinois Agricultural Association announced that it would at the proper time move to substitute a new bill which they were drawing, for this old "Lantz" Bill. It was therefore to the Senate Committee on Agriculture of the fifty-fifth general assembly on April 21, 1927, that I delivered a most decisive declaration of policy and of principle in substantially these words:

"The Board of Trade appreciates its responsibility as a great economic instrument of service and daily value to the producers of grain, not alone in Illinois but in the whole Middle West—through the enforcement of free and fair and unrestricted and honest competition for the products of the farm. It appreciates also its duty to the consumer. It proposes to continue to function in this manner, serving producer and consumer honestly and fairly.

"It welcomes honest investigation, constructive criticism, and sound suggestion, for out of these come progress. But if proposed legislation as finally passed, is of a character to prevent the Board of Trade from functioning freely, fairly and honestly, if it makes this institution the prey of political parasites, or of designing men by destroying its powers of discipline which compel integrity, and the courts approve any such law, or laws, then in the very nature of things it cannot continue to function. It will not come to Springfield every time a legislator introduces a bill against it, nor will it lobby against, or oppose any of the measures now on the calendar. It will point out to you the evil results of these bills but it places upon you, where it properly belongs, complete responsibility to the agricultural and financial

the power of commercial life or commercial death over every member of an exchange certainly and possibly over every grain dealer in the state.

I am sure that the natural and logical results of the bill were neither thought of, nor intended by the Illinois Agricultural Association which framed it. I am certain also that they had no purpose of drawing an injurious bill, for the men now in control of that organization are not radicals. But in the effort to draw a strong bill, they drew a ruinous bill—intending regulation they wrote destruction.

Meanwhile the Curran Investigating Committee, created by the House, was holding public sessions in Chicago and attracting much publicity.

The Senate bill, viz. the "Kessinger" Bill, was held up in the House awaiting the Curran Committee report.

That report turned out to be a constructive document. It was highly creditable to the Board of Trade. It criticized sharply the fabric of statutes of Illinois as affecting public warehouses particularly and it recommended the passage of a clarifying and enabling statute. To accomplish this, a bill was framed by a member of the Curran Committee, Frank McCarthy, of Elgin, Ill., prominent in the councils of co-operative activities in the northern end of the state. It represented an honest effort to at least partially correct by statute, a rather unsatisfactory, complicated and contradictory legal position in which the public warehousemen were placed, by hodge-podge legislation extending over the previous 50 years.

Due to constitutional limitations, various statutes seemed to be in part at least in conflict with each other and with the constitution. As a result, the operators of public warehouses occupied a business position that was of doubtful legality and intervening court decisions did not clarify the situation much, there was the shadow of legal uncertainty.

The grain business has grown enormously since the constitution of 1873 was adopted and in the last 30 years had changed in many, many ways. The old ways were impractical and disappeared. The new ways made necessary by the growth and development of the business, were restricted and involved because of statutes that fit the old conditions well enough but hampered modern methods.

And so the business of operating public elevators was conducted perhaps in a strict sense with the legal technicalities but there were always those who questioned the conformity to the spirit of the statutes.

Public elevators are a necessity to the grain business in order to accomplish deliveries on contracts for future delivery when they mature. Yet it was desirable of course that public warehouses be operated by entities other than those engaged in the grain business. The "McCarthy" Bill specifically provided that corporations might be formed for that purpose by exchanges or their members, and that these corporations might after being licensed by the Public Utilities Commission of Illinois, function as public warehousemen.

The Illinois Agricultural Association co-operated with the "Curran" Committee and made no fight against the "McCarthy" Bill, although it did press for the passage of the "Kessinger" Bill.

However, its enthusiasm waned as the session wore on, and as city and down state sentiment began to fasten responsibility on the members of the House and Senate, these gentlemen began to squirm. Conservative farmers, members of farmers' co-operative elevator companies, downstate bankers, independent grain dealers and wholesale merchants, manufacturers and commercial interests generally began to realize the importance of open markets and the value of the exchanges and the whole crystallized into the thought that this sort of legislation must be stopped. And it was stopped. The "Kessinger" Bill died on the calendar, lacking sufficient votes to bring it up for passage.

Of course in every battle at Springfield, there was arrayed on our side in conflict with these radical measures, most of the best brains of the assembly. But these supporters, loyal though they were, were not strong enough in numbers to defeat the measures proposed. Always too we had the aggressive help from independent grain trade, and the effective sympathy and support of most of the farmer co-operative elevator companies. Because of their business knowledge, they were able to discern the evils.

Therefore, it was not a canvass of farming sentiment or agitation among farmers by the Board of Trade that killed the "Kessinger" Bill, for there was none of this. It was not lobbying at Springfield by the Board of Trade, for there was none of that. It was the slow but certain mental revolt of conservative long-headed farmers and their talks with country bankers, grain dealers and other conservative commercial interests; and with their representatives, that accomplished the defeat of that bill.

The "McCarthy" Bill was passed.

The Board of Trade set about to devise ways and means to operate in complete conformity with its terms. Accordingly it has since formed a corporation, the control of which lies in the hands of five trustees, or directors—two of whom are practical elevator operators and the other three of which are members of the Board of Trade having no affiliation with elevator activities, one of whom is a banker specializing largely in grain loans.

This corporation has, by lease of the public ware-

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FRANK BELL, MILWAUKEE, WIS., AND CHARLES BARNES, BLENCOE, IOWA

cial and commercial interests of our state and nation for the result of the laws you pass."

That was the message I was directed to deliver—that was the message I was proud to deliver.

Charged as it was with such enormous potentialities for good or for evil to producer, to consumer, to banker, to merchant, and to all commerce, (for whatever affects agriculture affects all commerce), this was indeed a most decisive and impregnable position. It came as a surprise and as a shock to the assembled committee. At once it cleared away the mass of petty bickering and irresponsible argument that had characterized previous hearings and sessions, and made the issue clear and inescapable. It was as you can well appreciate, a most dramatic moment.

The eager intelligence of American newspaperdom seized quickly upon this declaration of policy—since this indeed was news. Startling news. At once the metropolitan and rural press sensed the importance of the news and the reactions to it were varying and surprising because many of them were so wholly unexpected.

Nevertheless, at the behest of the Illinois Agricultural Association the committee reported out, the old "Lantz" Bill favorably—in due time the "Kessinger" Bill was substituted in the Senate—and that bill passed the Senate. This "Kessinger" Bill represented the limit of impracticability and the maximum of menace. All the other threatening measures were dwarfed into insignificance by this monstrosity; and

The fight narrowed down therefore to the "Kessinger" Bill.

This bill attempted to apply to the grain markets a super-government by a commission of three, with the powers of a Mussolini and the spy system of Lenin. It gave wide opportunity for market rigging and manipulation to the commission and its employees.

Through a licensing system, it sets up its own determination as who could be a member of an exchange. It assumed veto power over rules. It held

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house properties taken over the control and operation of those properties and becomes therefore a single but absolutely independent and disinterested proprietor of the public warehouse space in the city of Chicago.

This plan now awaits the formal approval of the Illinois Utilities Commission, and has been approved by the Illinois Agricultural Association. There is no opposition from any source.

This is considered by many to be the first constructive bit of legislation that has been given the grain trade in our state for many years and it is believed by many in the trade to offer a solution of the problem that is at once sound, practical, and advantageous to everybody concerned.

You will have observed that in our state, bad legislation has been prevented by the intervention of conservative farmers.

I am convinced the farmer thought has grown more conservative with each year since 1921. There are those in our state who claim that the rather sharp decrease in the membership of the Illinois Agricultural Association (viz. from 110,000 in 1921 to some 65,000 claimed in 1927) represent withdrawal of the conservative thought. I think it reflects other reasons—among them, the withdrawal of radicals. It is my opinion that the majority of that association is now conservative—certainly those in control of its affairs are. I am sure it will interest you to learn that since the defeat of the Kessinger Bill friendly relations have been established between the Board of Trade and the Illinois Agricultural Association, and I fully believe that counselling with each other we will find it possible to work together for the common good.

This of course is gratifying. It is no less gratifying to have learned from this experience that having an honorable cause, the grain trade when it is assailed can gather to its defense, the best brains of the state. The individual grain dealer, the farmer co-operative elevator companies, the rural press, the metropolitan and rural bankers, and above all, the best brains of agriculture. We shall no doubt for some time to come have as our active enemies those who have been caught in the meshes of land speculation.

There is not a country grain man in this room who does not enjoy the confidence of his farmer patrons. If he did not enjoy it, they would not be patrons. Because he has their confidence, they will believe what he says. If he takes the trouble to see that they are fully and truthfully informed on these questions, he will find they will respond with help when help is needed. And more than this, he will thus give them complete data and reasoning with which to defeat radical elements within farm organizations.

As I sense it, the farmer is awfully sick of getting free advice from self-appointed saviors. He is disgusted with the selfishness that will let a politician try to capitalize the farmers' troubles into political preferment. He is bombarded with literature and theory, and he has had many crazy schemes proposed to him and indeed approved by men whose judgment he respected. He has found these, one after another, thrown into the discard, because of impracticability. He is getting sick of it all.

I think it is safe to state that in Illinois most of the farmers are now convinced that the radical leaders have misled them and have worked them injury.

The farmer has been told that the Board of Trade and the grain trade was opposed to co-operation among farmers only because it was co-operation. He has found that this is not true. He has learned that the opposition to co-operative schemes by the grain trade and indeed by all conservative commercial minds, has been because the schemes were unsound, because they were dangerous and destructive to those whom they were ostensibly supposed to benefit. They were opposed not because they were co-operative but because they were unsound and impractical.

The grain trade can never approve any scheme that is not in accord with common sense, nor will the farmer consciously do so. It is therefore up to the grain trade to help the farmer to avoid being led by dreamers into unwitting approval of seductive and dangerous measures.

The farmer is like the rest of us. His suspicion is directed against that which he does not understand.

We in the grain trade will be sadly deficient in our duty to our farmer friends whose agents we are, if we do not help them to remove the doubts, suspicions and uncertainties that are used by designing men to convert them to seductive and specious programs.

Straightforward, common-sense, explanations, of the reasons for things that puzzle him, are all that is necessary.

He knows perfectly well that it is only the United States and Canadian farmer who enjoys the complete protection from exploitation; that pitiless publicity gives. He knows that by newspaper, telegraph and radio he enjoys not only instant information as to prices, but also all the news and factors that go to the making of prices.

He is not going to abandon this for plans and schemes that seem to require secret conferences for their operation.

Help him to understand the fundamental necessity for grain trade rules and customs, all made necessary by the requirements of an honest business fairly and honorably conducted. Thus the grain trade will have the farmer as a friend—loyal and determined. Give him the opportunity to think calmly and his common

sense will rule. Give him the opportunity at the polls and he will destroy politically those men whose delusions and sophistries threaten to destroy the result of his labors, by destroying his market, for he is tired of chasing political and economic rainbows.

**The President:** I want to thank Mr. Delany very much for coming out here and telling us this story. It is a story that is peculiarly interesting to all of us, because those of us who do not live in Illinois may have similar experiences and can well profit by the wonderful work done by the Chicago Board of Trade which Mr. Delany has told us so well and interestingly about.

**Mr. Wayne:** There is one feature of Mr. Delany's speech that I wish to call his attention to, and that is that he did not explain the political situation in Illinois which is different from any other state in the Union. We have in Illinois what they call a minority representation. I call that to the attention of the convention to show that it is used to keep a certain element out of the state house at Springfield. We have 51 senatorial districts in Illinois. Each district has three members of the house and one senator. Now, when you go to the primaries to select your members, you can vote three votes for one member of the House or one vote each for three, so that the condition that prevails in that instance almost prevents keeping out people that we do not care to have at Springfield. I don't know whether very many of the men here in the audience realize that condition prevails only in the state of Illinois.

**Mr. Delany:** There is another matter I overlooked which comes to me now. I think most of the men in this room are interested in knowing what this McCarthy Bill is, and they are particularly interested in knowing how the Board of Trade comes to control the public warehouses. We are under a constitution

stated, took no part in opposition, beyond its statement of responsibility, to the Kessinger Bill. But public sentiment, working as I have described, passed the one, and the other died on the calendar through lack of votes to bring it up to a vote. The McCarthy Bill was passed, and immediately the Board of Trade organized a corporation to function under its terms. Under the terms of the bill, any corporation so organized must have the approval of the Illinois Utilities Commission, and this corporation so formed is now before the Utilities Commission of our state for approval, and it probably will be approved within the next week.

The practical working of this new arrangement is this: The Board of Trade takes over by lease all of the public warehouse room in the city of Chicago. It will have proper official custodians in charge of all of the operations of those houses. It will be the warehouseman in our market. It will have these receipts properly secured through bonds, and it will have back of those receipts its own reputation. Its agreement will assure those who put grain into storage substantially a guarantee of quality, in that the holder of a receipt who registers it in the proper way and who performs the duties upon him as required by the regulations will always be assured of receiving grain of the quality and character called for by that receipt, unless he shows by his failure to co-operate in the manner that the regulations provide for a disposition to try cornering of room or to influence the market or to carry out a stubborn commercial obstinacy, and in that case he loses the protection of this guarantee. The purpose of all of this being to avoid posting of corn. I think there will be no more of that except in sporadic cases, where the holder of a corn receipt has shown an obstinacy that is equivalent to a complete disregard of his own financial interests. To that extent we have greatly clarified the legal position of the warehouse man, and we have substituted a disinterested warehouse man for the private warehouse man who was also in the grain business. We have now the Board of Trade, which is not engaged in business, acting through this private corporation, which is not engaged in the grain business, acting as the warehouse man in Chicago, and surely that cannot do anything but create in the minds of the general public a more implicit confidence in those receipts, and in fact that is the purpose of the whole activity and plan. I thank you. (Applause).

**The President:** Mr. Quinn, secretary, has a word to say to us.

**Secretary Quinn:** Gentlemen, you will recall that at our last annual meeting in Buffalo one year ago we started a movement with the subject of keeping up the membership in the association. A slogan was adopted "Every member get a member." Some 100 members at that meeting signed a little card like this, pledging themselves to secure at least one member between then and next annual meeting, which is this one. Out of that 100 more than three-fourths made good their pledges. It was one of the most effective and best ways of keeping up the membership of the association that has ever been devised. It was eminently successful, and it is our purpose to continue it this year. We are going to distribute these cards among those present and get your signatures, and in between now and the next annual meeting from our office we will write you occasionally and remind you of the pledge that you have made. That is the method we followed last year and which resulted as I have said in about 70 new members that came to us through this kind of work.

I would like to have the members understand some of the difficulties that concern a secretary of a national organization. We have many difficulties and many problems to face and overcome. We have, as you all know, the legislative situation, which Mr. Delany so ably pictured to you this morning, except that ours is a national problem. He was discussing purely a state problem. We have transportation problems and trade rules and all of that, but, as secretary of the national association, I can say to you that all of those problems combined are not as taxing on a secretary as the problem of keeping alive interest in the association itself and increasing the membership, or, at least, preventing the association from losing members. You know that every year many men go out of the grain business. Misfortune overtakes some, their business is not prosperous and they resign, and those losses must be made good.

It must be plain to you that a national secretary located in Ohio, with 48 states to work in, cannot attempt to cover that territory himself. If he did nothing else and had no other work to do, he could not hope to keep alive the membership, because of the enormous expense involved in traveling, hotel bills and other personal expenses, so that one moment's reflection will convince you that if this membership is to be kept up, and the interest in this association is to be kept alive, it must be done by you yourselves. Because you men, as you scatter from this convention, go to your homes in all corners of the country, and there you come in contact nearly every day, either by telephone or through personal contacts, with other grain men who are not members, and if we could only succeed in getting every man present here today to pledge himself to secure at least one new member between now and the next annual



BEN CLEMENT, WACO, TEXAS

in Illinois which was drawn in 1873, and that contains a constitutional limitation on the rights of a warehouse man to mix his own grains with those of patrons of that public warehouse, and it was a proper limitation. But in those days the grain business was done somewhat similar to the way it is being done in Winnipeg, that is, on the basis of a receipt. Practically all carloads reaching Chicago were at once ordered to the public warehouse and the grain business was done through public warehouses. It was done in small units, such as 50 or 100 tons. There was a multiplicity of small consumers. The grain business was a small thing. But as our country develops, the necessity for more economical methods of doing business developed, and through the flexibility of the grain trade the board of trade organization was permitted to adapt itself to that, and so there were various statutes passed in those intervening 50 years, and various court decisions, and it all made for a very much muddled situation, because, characteristically, the courts lacking a complete understanding of the intricacies of our business, in their decisions generally clarified everything except the point that was in issue.

So we were proceeding along under a situation, and especially a legal position, as affecting warehouses, which was unsatisfactory to them, because, while they may have been always in technical compliance with the law, there was the "twilight zone" of uncertainties in their minds which gave opportunity for critics to charge violation of the law sometimes with only questionable excuses. This commission went into this thing rather exhaustively and their bill attempted to correct that situation, that is, to harmonize the legal position with the practicalities of the business, and they gave, by virtue of this statute which passed, the right to exchanges to organize corporations to act as public warehouses.

The Board of Trade had no part in the furtherance of this bill. The Board of Trade, as I have

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meeting, we would have no trouble whatever in reporting at our next convention that we had increased our membership very materially. However, we are now going to pass these cards around and we hope everyone present will find and that everyone within the next 12 months will make an honest effort to make good that pledge. (Applause).

**The President:** I want to second Mr. Quinn's remarks. We have got to keep alive by our own work the interest in the association by getting new members. I would like to hear from some of you men on the floor on this subject. Perhaps Mr. Wayne has got something to say about it.

**Mr. Wayne:** I was very much in favor of that movement last year at Buffalo, and I signed a card and was quite successful. I succeeded in getting more than my quota. I think it is the best movement in that direction that we have ever put forward.

**The President:** Mr. Booth, you ought to say something to us about that.

**Mr. Booth:** I think it is easy enough to get members, gentlemen. It is just a matter of going after them. Every man knows somebody to whom he can talk about it. I just reach up over the edge of the corn pit and pull one of the brokers off, and say: "Sign this up." In speaking of the terminal market, I found that the brokers really do not know very much about our association. I have fellows who are getting good incomes from the grain business say they have never heard of the national association. There is a field there among the brokers that we have not been covering well enough, I think, but each man will know somebody whom you can easily reach, and this personal solicitation is the only way I know of to get them. I have had the experience two or three times this year of seeing brokers on a dull day sit on the edge of a pit reading *Who is Who in the Grain Trade*. I have never seen a broker reading it before. It will give us a stronger support, a better following and a more intelligent organization.

**Mr. MacDonald:** I suspected that you might do this, and I have my new membership for the year with me, A. E. McBryan, and there is a check with it, too.

**The President:** We will accept that membership, but the campaign is starting now and it is up to you to get another one.

**Mr. Wayne:** I will give you my check, but I will get the man later.

**The President:** We want the member as well as the check. I will now call upon Mr. Mason, chairman of the Committee on Trade Rules.

**S. P. Mason:** Mr. President and members, the Committee on Trade Rules has no formal report to make this year. We have no recommendations for additions to or changes in the present rules. This is largely due to the work of my able predecessor, Mr. Sturtevant, who turned over the work in such a finished and complete form that the committee has not found it necessary to present suggestions to the meeting this year. The meeting is now open to any proposals or suggestion from the members to the Trade Rules Committee.

**The President:** Have any of the members anything in mind on Trade Rules?

**J. W. Greer:** I would like to ask what was done in connection with the suggestion made by the secretary in his report.

**The President:** That will be handled immediately following. This is the first time in 25 years experience in attending conventions of this association that we have not been able to start a row on the floor about trade rules. If there are no suggestions or recommendations at this matter, I will ask Mr. Mason to report for the special committee which was appointed to consider the recommendations of the president or secretary in their annual reports.

I am calling upon him at this time because there is a relationship between some of his recommendations and trade rule matters.

**S. P. Mason:** This is a report of the special committee to consider recommendations of the president and secretary in their annual reports.

"We recommend that it be the sentiment of the meeting that the president appoint an eighth Arbitration Committee to function as Second Feed Arbitration Committee, giving the association two Feed Arbitration Committees."

It was the understanding of the committee that this was becoming necessary. Mr. Quinn informed me last night that he would like to say a word on the subject, after the committee had met. May I ask him to do that now?

**Secretary Quinn:** Mr. Caldwell had some objections to that recommendation of mine. He said that he was afraid if we appointed two committees, one in the East and one in the West, they might establish different precedents. In the feed business today, as in the grain business of 20 or 25 years ago, we are facing new precedents, and his fear was that if we have two committees, in different sections of the country, there might grow up in the feed trade different precedents for different sections of the country, and that we ought to try to bring about a uniformity along this line.

**H. Caldwell:** That is correct. I believe it would be better to have only one Feed Arbitration Committee, if it is possible for that committee to handle all of the cases. The number of cases that have been handled by the Feed Arbitration Committee have been so small—there were only three last year—that they

can easily handle them, and by having but one committee I think it will keep our trade relations more uniform. I do not think Mr. Wilbur, the chairman of the committee, agrees with me altogether.

**Secretary Quinn:** I might say that it was at Mr. Wilbur's request that I put that recommendation in.

**Mr. Mason:** Your committee is reporting on this matter in order to get in definitely before the meeting.

**Mr. King:** I move that the subject be laid on the table. (The motion to lay on the table was seconded and carried).

**Mr. Mason:** Mr. Quinn suggested a change in the Arbitration Rules in relation to the disciplining of a member against whom an arbitration award has been made, and who does not refuse to pay the award, but apparently is unable to do so.

Our present constitution and rules do not provide for the disciplining of such a member.

The committee recommends that this be covered by adding to Article 4 of the By-Laws, Section 5:

"Any member who is expelled from a grain exchange or board of trade, or who admits in writing his inability to meet his financial obligations, shall upon complaint of a member be dropped from the rolls of the association. Such member may be reinstated upon satisfying the directors of his eligibility."

That is presented by the committee for your approval and adoption, if you see fit.

**J. W. Greer:** I move that the recommendation of the committee be adopted. (The motion was seconded and carried.)

**A Member:** Could that be made retroactive?

**Secretary Quinn:** No.

**Mr. Mason:** With reference to the subject of the report of Mr. Watkins and his committee, and to clearly define the attitude of the association in reference to the conflict in Terms and Rules, we make the following report and recommendation:

"We recommend that Section 3 of Article 2 of the



S. P. MASON, SIOUX CITY, IOWA  
Chairman Trade Rules Committee

By-Laws be changed so that it shall read as follows: The Committees on Arbitration shall each consist of three members. It shall be the duty of these committees to consider and determine all cases referred to them, and to render such decisions thereon as may, in their judgment, be just and equitable and in accord with the rules adopted by this Association, except when transactions are subject to the rules and regulations of a board of trade or grain exchange, such rules shall when in conflict with the trade rules of this association be given precedence and shall be binding upon the Arbitration and Appeals Committees of the association to the same extent as if they were a part of our trade rules. It shall be the further duty of the members of these committees on arbitration to suggest to the Trade Rules Committee such rules or such amendments to existing rules as they may deem necessary."

The new part of this section is as follows:

"Except when transactions are subject to the rules and regulations of the board of trade or grain exchange, such rules when in conflict with the trade rules of this association be given precedence and shall be binding upon the Arbitration and Appeals Committees of the association to the same extent as if they were a part of our trade rules."

**The President:** This suggestion is only an expression of a well-defined custom which has been followed almost uniformly by the Arbitration and Appeals Committees. It seems proper that we should formally express ourselves on this point.

**Mr. Bauch:** How does it apply when the difference in dispute is between the two members of one exchange only?

**The President:** It applies in all cases where the contract is made subject to the rules of the board of trade or exchange.

**Mr. Bauch:** Suppose a Kansas City and a Minneapolis man arbitrated through the Grain Dealers Na-

tional Association and the Kansas City rules did not agree with the Minneapolis rules?

**Mr. Mason:** How was the contract made, that is the question?

**The President:** It is all a matter of contract. If the contract is made under the Kansas City rules the Arbitration Committee would determine the controversy according to them. It would first be the duty of the committee to decide on what terms the contract was made and then to apply the rules of that particular board of trade.

(It was moved that a recommendation of the committee be adopted, the motion was seconded and carried.)

**Mr. Mason:** The president and Mr. Quinn both suggest that our rules be amended so there shall be no conflict between the exchanges and the association on matters of jurisdiction of all trade disputes except those arising between members of the same exchange, but they feel further that this is a question which should be given considerable thought and the adoption of any rules should be deferred at this session and recommend that it be the sense of the meeting that the president appoint a special committee to consider the question and report with recommendations at the next annual meeting.

The committee gave that matter considerable thought, and we feel that all disputes, except those arising between members of the same exchange, should be a matter of arbitration and decision under the rules of the Grain Dealers National Association, but then it would be rather drastic on such short notices, to pass a rule of that sort, and we thought perhaps it should be looked into further and the president requested to name a committee to present a repeating at the next meeting.

**The President:** I think also that such a matter would be a subject of negotiation with other organizations, and that a substantial agreement would have to be reached with them before this association could afford to take action, and I am thoroughly convinced that that is the proper method. I know the obstacles in the way of putting it into effect are almost insurmountable, but I think it is something we ought to work on, and we may be able to reconcile some of these differences through a special committee to talk the matter over and to formulate a program.

(It was moved that the recommendation of the committee as read be adopted. The motion was seconded and carried.)

**Mr. Mason:** Your committee felt strongly that the next suggestion would produce some talk from the floor.

The suggestion of the president of the probable necessity of an increase in the dues of the association is a question that should receive your earnest consideration. The committee believes that action, if any, on this matter should emanate from the floor.

The committee requests a discussion from the floor and asks that the members express their opinions on this important matter.

**The President:** Does any one wish to express his thoughts upon this important subject?

**Mr. Caldwell:** Our board of trade organizations have certain dues, but if those dues do not meet the necessities which arise, a special assessment is made. I was wondering if this could not be handled in a similar manner.

**Secretary Quinn:** I am quite confident, Mr. Caldwell, that it would not work. We tried that in an indirect way some years ago, and we found a great deal of dissatisfaction among the members. In a local exchange the members know exactly what the money is used for, and you come in contact with them daily and can talk them into making an assessment without very much friction, but when you try to apply that to some one 1,500 miles away, some man you only see once a year, and try to do it by mail, it is an entirely different problem.

**F. E. Watkins:** If you raise your dues, you will lose a certain percentage of members. What you are really trying to get here is a national organization with just as large a representation as we can, not alone on the terminal market, but also in the country districts, where, as the secretary says, the matter of isolation comes in, and you are not sure of their interest. It seems to me that if we want to increase our income the way to do it is through our campaign for an increased membership rather than through an increase of dues.

**J. W. Greer:** I am thoroughly in accord with Mr. Watkins. I am like a good many other fellows in that I have not done my part in getting new members. I think we should increase our membership and increase our revenue in that manner, and after we grow stronger and are able to convince the grain dealers of the good that is being derived from our membership, we will be able to increase our dues as well.

**E. Bossemeyer:** I agree with that, and to show that I do agree, I have signed my card for two members instead of one.

**S. L. Rice:** I wonder if you all realize what the Association is giving to the great state of this country through the work of the Arbitration Committee's alone? They are saving thousands of dollars in the fees and expenses of litigation in settling disputes. You and I may never have a dispute, but we do not know when we are going to have one. That alone is worth so much to the grain trade that it is

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worth considering. Twenty dollars a year dues is not very much. If you increase the dues to \$25 a year probably you will add about \$5,000 a year to the income, which would help a lot. Here on the front seat is Henry Goemann, who has done very important and profitable work for the grain trade as chairman of his committee, and what he has done is worth more to each one of you than \$5 or \$10 additional dues. It is worth more than the dues would be if they were raised to \$50 or \$60 a year. He could do more and better work if we had the money to put him on a job so he can follow up the lines that he has so readily in his grasp. I believe we should raise our dues simply because you can't get something for nothing, and you must have finances to push the work of the association, and so I am in favor of increase in the dues at least \$5 or \$10 a year.

**E. P. Wingate:** I agree with what the gentleman has just said, but I believe our strength is in numbers. I do not believe that any man here would object to paying \$25 or \$30 a year dues, but how about the members who are not here? They will not see it in the same light. I went to a lodge meeting one night when the question of an increase of dues was to come up and I went there to oppose it, but when I heard the reasons for the increase I was in favor of it, but there were hundreds of members who were not at the meeting who dropped out. We have the same situation here today. It brought about an increase of dues but a smaller membership and we have about the same finances today as we had before the increase.

**A Member:** I think every man here will recognize the fact that an increase in dues will result in a reduction of members, and I think the question of members is very important to this association. To what extent is the income of the association now deficient?

**Secretary Quinn:** It is not deficient. We showed a small surplus of \$700 increase over last year, but our work is materially curtailed because there are many things that we could undertake that we cannot do at this time for lack of funds. If we had more funds we could increase our efficiency and give better service, enlarge our work and the scope of our activities, and go into matters that we are now obliged to let alone.

**The President:** I would like to say in this matter of legislation, which is really the most important matter we have to consider, the association should be taking the lead and initiative in Washington on all of these things, but owing to the lack of finances we have been unable to do so. We do the best we can, but we have not adequately represented the grain trade in the matter of national legislation, as we should have done. That, of course, entails considerable expense.

**George E. Booth:** The affiliation which we have with these other associations is not exactly clear to me, although I know it curtails our prospects for active membership. We who have traveling men who work on new membership in the national association, find that practically all of the people they call on are now members of affiliated associations and getting the benefits of this association through *Who Is Who in the Grain Trade*. I think that the Iowa association's dues are \$12.50 and the members get that publication and is an affiliated member with the national association. Is there any possible way of getting more revenue out of that large number of affiliated membership, who really get the same benefits?

**Secretary Quinn:** That is one of our serious problems. The affiliated associations, of which we have 20, are not a source of revenue to the association. We get from them only \$1 for each of their members in good standing and for that dollar we send them *Who Is Who in the Grain Trade* and as you know, Congress passed a postal law some time ago, placing all second-class matter on the zone system, and it greatly increased the cost of distribution through the mails, so that it costs us at least a dollar, and for those sent to a long distance, more than a dollar, to send them that publication. They do hurt us when we come to solicit direct members, because they give us the excuse that they are already affiliated. Of course, they do not have their name in our directory. They can secure arbitration with any of our direct members and they can secure arbitration with a member of any other affiliated association. Arbitration with the Grain Dealers National Association and its affiliated bodies is both compulsory and universal. The arbitration works in every direction. That is a great advantage to them and that is why they want to affiliate.

**Mr. Booth:** Would there be any merit to the idea of doubling the affiliated dues?

**H. L. Goemann:** As you probably all know, a great many years ago this association went on the rocks at Buffalo, N. Y. I was one of the few men who helped keep it going, and I have kept up an interest in it ever since. I put two terms in as president and since then I have kept up my interest in very active work on the Transportation Committee. During my terms as president, we had these conditions arise. There is not a state association today that is getting enough income to carry on their association. They will fight any attempt to increase the amount that they have to pay to the national association for being

affiliated. When I was president, we had the withdrawal of five or six associations and it took a great deal of effort on my part to get them back, but we did get them back and we increased them. It is necessary to have them in order to get a large representation, your representation of country shippers, which makes your organization national and gives you prestige when it comes to legislation, in Washington especially. Without them you could not be a national organization, which you say you are. In addition, I think everybody in this room will admit that every grain dealer's business is declining. You cannot go out and increase this membership materially. Now when you go after a man who has resigned and get him to come back, you are just turning around, you are not getting new members. It is impossible under the present conditions in the grain trade to get new members. If you increase the present dues that the state association must pay, you would lose a number of them right away, and you would not offset it by getting individual members to join. We want to get the benefits of these country dealers and the state associations which are affiliated with us, and who give us this help in our legislative work. I have thought that it has been a mistake for a great many years that the dues have been under \$25 or \$50, but I think you want to take into consideration the fact that it is impossible to increase your membership with new members and that the state association cannot under the conditions under which they operate come across with any increase.

**The President:** I would like to say that my object in putting the objection in my report was to bring it up so as to start this discussion.

**E. M. Wayne:** I think it wise that this matter be passed at this time. We want the affiliated members, and if you charge them any more I am afraid you are going to lose them. Membership is what counts when you go to Washington. I believe it might be well to pass this for another year so as to give us a chance to think about it.

**Mr. Watkins:** This matter of getting memberships



L. C. MILLER, MASON CITY; C. S. KNUUDSON, INDUSTRY; AND J. S. STEWART, SCRANTON, IOWA

out in the country districts is a matter of meeting sales resistance. I suppose every single man here is a member of half a dozen different trade organizations. You can go to your country customers and when they say to you: "Yes, I am a member of the state association and that entitles me to all I would get out of the national association", you can say: "Yes, that is true with us, but we belong to both the national and the state organizations. We feel that both are necessary and that they have different fields to cover", and you will find that invariably you can sell the up-to-date country elevator operator on the idea that he needs to support the national association purely on the ground of furthering the national legislative campaign, that is what we want to have the additional money for. Incidentally, I think if we raised \$100,000 for that purpose in some years, it would not be too much if we are going to take the lead in that important matter.

**H. W. Reimann:** I believe that the ideal way of putting over what we are trying to do is through this booster campaign to get more members. I do not believe the assessment idea would work. We might get members by paying their first year's dues to the national association and after that time we may be able to keep them in, and make an investment that way in behalf of the national association.

**Mr. Wayne:** I was unfortunate to be president of the association when that assessment spoken of was made, and was not a success. I believe it is better to get the money through increased dues.

**H. A. Rumsey:** How many affiliated associations are there?

**Secretary Quinn:** Twenty.

**Mr. Rumsey:** How many meetings of those affiliated associations do the secretary and president attend?

**Secretary Quinn:** Practically all of them.

**Mr. Rumsey:** Why wouldn't it be well, during the coming year, to attend these meetings and discuss the matter in open meetings with these people?

**Secretary Quinn:** We have been doing that for some years.

**Mr. Rumsey:** And you have always been turned down?

**Secretary Quinn:** Yes.

**Mr. Caldwell:** It seems from what I have heard that these affiliated associations are liabilities rather than assets.

**Secretary Quinn:** From a standpoint of revenue only.

**Mr. Caldwell:** Then I would like to know what benefit does the national association get from the affiliated associations?

**Secretary Quinn:** The benefit of being able to act here as a national organization, the benefit of being able to state, when they have a legislative problem on hand, that you represent everybody in the trade. If you appear before a House or Senate committee the first question they ask you is: "What is your name?" and the second question is: "Whom do you represent?" If you tell them that you represent all of the terminal market men of the number of about 1300 and that you represent 20 affiliated associations, many of them with members located in the state containing the districts of the men who are sitting in front of you, it increases your prestige before that committee.

**The President:** If there are no further remarks and no objections, we will pass this subject without any formal action. Is there any objection to our procedure?

**Mr. Goemann:** I think that is a mistake. You have got to cross this bridge. You will have exactly the same argument next year. In the meantime, these committees of this organization cannot do justice to the members they represent in getting results. You cannot increase this direct membership. You are only going to get back those who withdraw. You cannot increase your country end of it, but you do need that country end. Twenty-five dollars is as low dues as I know anything about. Any country chamber of commerce in a small town charges \$25 per year and they get no such returns, with the free service such as we have, that the membership of this association gets.

**Mr. Rumsey:** I am not personally in opposition to any increase. My company will stay in the organization irrespective of dues.

**The President:** I will recognize no one now except for the purpose of making a motion on this subject.

**Mr. Caldwell:** In order to dispose of this matter I move that the dues be increased to \$25.

**Mr. Goemann:** I second the motion.

**J. T. Buchanan:** I am in favor of this motion. I do not think if the matter was properly presented to the membership that very many members would drop out.

**Mr. Bossemeyer:** I would like to ask what percentage of our membership is represented at this meeting. We have 1,100 members. How many have registered?

**The Secretary:** About 650, or something like that.

**Mr. Bossemeyer:** While I am not against the action, I feel there are a lot of fellows who will not pay the extra five dollars, especially the fellows who are not here today and do not have the enthusiasm that is generated by a meeting of this kind.

**The Secretary:** Would that objection always obtain in every convention?

**Mr. Bossemeyer:** Perhaps that is true. In the country district where I live it will be hard to get new members at the advance.

**The President:** While there are about 600 registered, it is almost impossible to tell how many are members of the association and entitled to vote.

**Frank Delany:** Of course, we cannot please everybody. There are two ways of getting the money—increasing the membership or increasing the dues. How would it be to attach a rider to this to the effect that if the increased membership does not produce the added funds necessary within the next three months, then in that event the directors may raise the dues?

**The President:** It would be my thought that we would lose the benefit of the greatest enthusiasm by that method.

**Mr. Goemann:** I think that would be a mistake. If you want to do something of that kind, make a test for a year and see how many members you would lose, and then you could go back to the lower dues, if necessary. Again, if a man comes in at \$20 per year dues and in three months you ask him for \$5 more, he is going to feel offended and is not going to pay the increase very gracefully.

**S. L. Rice:** I suggest, if this motion is passed, which I trust it will be, because we need these additional finances, that each member will in the state association explain the value of the association every time he has a chance and the increased benefits that will be derived from it because of what can be done with the money realized from the increase in our annual dues.

(The motion was put and declared carried by the chairman.)

**A. S. MacDonald:** I would like to move a reconsideration of it. I would have spoken against it if I had not thought the sentiment of the meeting was against it.

**E. C. Eikenberry:** I rise to a point of order. Only a member who has voted for the motion can move to reconsider it.

**The President:** The point of order is well taken.

**G. E. Booth:** In order to get this matter before the meeting, I move to reconsider the motion.

(The motion was seconded by Mr. Rumsey).

**Mr. MacDonald:** I dislike very much to speak against

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Sixth Year

this. I am very much interested in the national association work and you know it. It would not affect me or any of us. There would not be one member of this room who voted against it who would resign. But conditions in the grain trade are not good. We have had wholesale withdrawals, failures and everything else. Conditions are not right. I am sure we will not get any more money. It will be offset by the decrease in membership. In regard to the registration, it is not a fair test. In nine times out of 10, a group of 15 men, who are agreed, can control the entire policy. This is the largest business meeting we have had, and its credit lies largely with Frank Delany's talk. The members wanted to be here and to know something about it. Why can't we wait until times are more opportune? I am as confident as I can be that with the increased dues the figures at the end of the year would show no increase in money but a large decrease in representation. I appeal to you to reconsider this.

**Mr. Clement:** Far be it from me to advocate a policy of parsimony in the matter of financing of this great national association, but the financial condition of the grain trade of the country as a whole is certainly not conducive to an increase in the dues, although I am willing to pay it myself. Since we have a considerable surplus, why not use it in furthering the programs of the legislative committee or any other committee that may need it during the ensuing year? While the surplus is not of such a magnitude as to encourage any very great expenditure, we could possibly spend \$5,000 more and obtain the results we were after, and then next year if we found matters were coming up to justify the expenditure of more money, we might then vote for an increase in dues.

**The Secretary:** We do not pile up any surplus. It just happens that at this time of the year our surplus is at its maximum point. From now until February, it will be a case of everything going out and nothing coming in, and there will not be anything like \$11,000 surplus, or one-half of that amount. It reaches its minimum about the first of March and its maximum about the time of our annual meeting. By the first of March we will have very little money in the treasury, and if we spent \$5,000 more, on the first of March, we would be practically insolvent.

**Mr. Mason:** I would be glad to pay the increase, but I feel that we have not had sufficient notice to the membership, sufficient preparation for a raise in dues. I did not hear that it was necessary to increase the dues until I heard the president say this in his address. I think it is a question where you should get a little more information to your members and prepare them for it, and not have to tell them that a few men who were present at the convention increased the dues.

**Mr. Booth:** Would it not be well to get an expression by mail by sending out a statement giving the reasons why the dues should be increased, with a form of vote on the bottom of it to be sent in. Of course, we do not want any "steam-roller" methods in anything of this kind.

**The President:** My thought in bringing this up was that we could get some propaganda started to work up public opinion among the members so that we could make the increase with their approval.

**Mr. Watkins:** I sincerely hope that this motion will prevail and that we will give ourselves one year's time to consider this matter from all angles. It seems to me that this matter is of too much importance to pass with a vote of 25 to 14.

(The motion to reconsider was then put and declared by the president to be carried.)

**Mr. Buchanan:** I would like to offer the suggestion that this meeting authorize the directors to increase the dues if in their judgment during the year they think it is necessary.

**The President:** Your motion is out of order. We have a motion now before the house to increase the dues to \$25 per year.

(The president then put the motion to increase the dues, and declared the same lost.)

**The President:** As the time is getting short, with your permission, we will place the reports of the Committee on Uniform Grades and Committee on Grain Products on file.

## REPORT OF THE COMMITTEE ON UNIFORM GRADES

Since the standardization of grain grades and Federal supervision became effective the Committee on Uniform Grades, of which I have been chairman, has had but little to do. Same has been true again this year.

There was but one change made during the year, and that was an amendment effective September 15, which raised the maximum moisture content on several grades of barley from 14½ to 15½ per cent.

There seems to be considerable dissatisfaction in the standards of oats, as specifications in Government grades cover such a wide range. Too many oats are being sold under special brands. Our committee recommends that the Government hold hearings in various parts of the country where dealers are most interested, with the suggestion that oats be graded in sub-classes to take care of a wider range of test weights and "mill" oats. It is the thought that grades should be divided in three classes—extra heavy, which would call for oats of 36 pounds, or more; heavy, which would include oats testing 32 to 36 pounds, and another class for oats of

32 pounds or less. There is such a large number of the trade who object to what are called "mill" or "pin" oats that they should be eliminated as far as possible from the regular grades. It is hoped that some mechanical method can be secured to determine the percentage of mill oats. It is further suggested that the moisture content on No. 2 oats be reduced from 14½ to 13½ per cent.

There was complaint and requests made that inspectors note the extent of smut in wheat, and we understand this is now being done in some places, it being easier for dealers to arrive at discounts when the inspector notes the extent of smut, such as light, medium, and heavy. The Department of Agriculture has signified its willingness to comply with the wishes of the trade in various sections.

It is the feeling that the inspection of grain throughout the country was never on a higher plane, and is being handled more satisfactorily than ever before. The Department of Agriculture should be commended for its splendid co-operation. The consensus of opinion is that the Government might well leave the inspection of grain continue under its present efficient and economic system, rather than have the Department of Agriculture take on the entire burden.

Your chairman regrets it was impossible for him to be in attendance to make this report personally.

## REPORT OF CHAIRMAN OF THE FEED ARBITRATION COMMITTEE

I am very sorry that I am unable to be present at this meeting and want to extend to you my best wishes for a successful meeting. I will make my report just as short as possible.

There have been four cases placed before your Arbitration Committee in two of which decisions have been



SECOND VICE-PRESIDENT JOHN S. GREEN

rendered, one the complete papers have just been submitted to the Arbitration Committee and the other case, your committee has worked on this for nearly a year and unable as yet, to reach a decision.

Most of the differences seem to be caused by the carelessness of one or both of the interested parties and the fact that we are unable to agree on the one case brings to mind one suggestion and that is that on account of different customs prevailing in different sections of the country that there should be two feed arbitration committees; in any case, where both parties concerned are west of the Mississippi River, believe the committee to decide these differences should come from the same section, and another committee East of the river to handle all cases where one or both parties are in that territory.

(Henry Rumsey read the report of the Auditing Committee, which was duly accepted.)

**The President:** We are now ready for the reports of the convention committees. I will ask Mr. Eikenberry to make his report for the Committee on Resolutions.

**Mr. Eikenberry:** Yesterday at the close of the report of the Committee on Legislation, the chairman of your committee made a report of progress, as it might be termed, and read to you a statement of the position of the association in reference to farm relief, stating to you at the same time that that statement did not reflect the views of any individual member of the committee. Last evening at five o'clock the committee again considered the subject of the stand of the association on farm relief, and as the result of that session we eliminated part of the recommendations or statements made in the other statement, together with the entire preamble, and have substituted for the constructive provisions some additional language amplifying and adding to the original statement, and I shall read the results of our deliberations, which now is the recommendation of the committee. It is not a formal resolution but a statement of the position of the Grain Dealers National Association on the subject of farm relief.

## REPORT OF THE RESOLUTIONS COMMITTEE

The suggestion of the president of the probable necessity of an increase in the dues of the Association is a question that should receive your earnest consideration. The committee believes that action, if any, on this matter should emanate from the floor.

The Grain Dealers National Association and its members are emphatically in favor of farm relief to be provided by sound economic processes. The dependence of its members on agriculture and its prosperity puts the stamp of absurdity on any statement to the contrary.

We do not believe that the road to farm relief lies through the fields of subsidy or special privilege, but we do believe that agriculture has sufficient strength and virility to recover its prosperity should it be allowed to function free from hampering legislation and be relieved of its burden of agitation and reform.

We hold as certain the conviction that the law of supply and demand can neither be annulled nor permanently modified by legislation, and that legislative nostrums and make shifts designed to alleviate present distress often and usually invite future disaster.

We do direct attention to the soundness of the conclusions enunciated in the message of President Coolidge and commend his veto of the McNary-Haugen Bill.

We favor a national agricultural policy which will include:

1. Lower rail rates on feed grains and grasses, which are largely consumed by farms in widely separated domestic localities, even if such concessions must be made up by higher rail rates on other merchandise and commodities.

2. Rapid commercial development of inland waterways and approaches to ocean trade routes.

3. Adequate tariff protection on farm products which are, or might be produced in the United States in sufficient quantities to supply the domestic market, but which must now compete with foreign products or substitutes for such products coming in over the tariff wall. At this time we specifically call for an increase in the tariff on corn, and the imposition of a prohibitive tariff on molasses now imported for use in the manufacture of industrial alcohol.

4. Rejection of proposals for reclamation and irrigation projects which would bring under cultivation additional farm acreage before the prospective products of such areas are needed for domestic consumption.

5. Development and utilization of water powers for the production of commercial fertilizers so much needed on our farms.

6. Closer co-operation between national government and the agricultural colleges in encouragement of use of crops and varieties of seed best suited to lands to be cultivated, to the end that production of good quality crops may be more certain and the producers' income more stable in consequence.

Mr. President, I move the adoption of this statement, which is the statement of the position of the national association of grain dealers in reference to the question of farm relief.

(The motion was seconded by Mr. Goemann, and carried unanimously.)

We yesterday passed a resolution on the question of the repeal of the tax on transactions in grain, both cash and futures. There was another resolution that was to come before the association, in reference to the question of Federal control of the inspection of grain, but it was to be accompanied by a discussion, and I shall defer to the president's ruling as to the advisability of bringing that up.

**The President:** It seems to me under the circumstances that it would be impossible to pass a resolution on a matter which has not had the discussion which it deserves on the program. That is, the matter of the Frazier Bill, which seeks to change our present system of inspection to Federal inspection instead of Federal supervision of inspection. If there are no objections, with Mr. Eikenberry's consent, I would suggest that we pass that resolution from the program and not adopt it.

**Mr. Delany:** Will the impression not go out that our silence means approval of the Frazier Bill? I feel that it will be used that way in Washington.

**The President:** Both the president and secretary have expressed themselves a number of times in opposition to the bill.

**Mr. Delany:** I don't think there is anybody that is in favor of it here.

**The President:** Strange as it may seem, there are a large number of our members who are in favor of the Frazier Bill.

**Mr. Caldwell:** I would like to see the resolution passed, and if those are not here who oppose the proposition, it is their mistake and not ours. I would like to see the organization go on record right now in opposition to Federal inspection. I move that the resolution be adopted.

**Mr. Eikenberry:** I haven't the resolution itself here. The resolution is: Resolved, That the Grain Dealers National Association go on record as being opposed to Government inspection of grain.

(It was moved that the resolution be adopted. The motion was seconded and carried unanimously.)

# THE AMERICAN ELEVATOR AND GRAIN TRADE

**Mr. Eikenberry:** We have here a resolution upon the death of Joseph Wesley McCord:

For more than 30 years the Grain Dealers National Association and the Ohio Grain Dealers Association have enjoyed the loyal support, the active assistance, and the benign influence, in both personal and official capacity, of the late lamented Joseph Wesley McCord, member of the firm of McCord & Kelly, secretary of the Ohio Grain Dealers Association, director of the Grain Dealers National, and honored chairman of its Executive Committee, and

Whereas, the all wise Father has claimed the noble spirit of our friend and co-worker, be it

Resolved, That this association testify to its affection for and appreciation of our departed friend whose wisdom of counsel will be sorely missed, whose devotion of duty cannot be surpassed, whose humble yet noble mien evoked our reverence and compelled the respect and affection of all who knew him; testifying to his virtues, mourning his loss, revering his memory, we extend to his family the assurance of our profound sympathy, and express the sense of an irreparable loss in the departure of their loved one. Be it

Resolved, That this resolution be spread upon the minutes of the association and copies forwarded to the family of our beloved friend.

I yield the floor to Mr. Clement for the purpose of making a motion to adopt that resolution.

**Mr. Clement:** I move the adoption of the resolution. (The motion was seconded and carried unanimously).

**Mr. Eikenberry:** We have a resolution of thanks which I desire to read:

Whereas, The business of this convention was undertaken in Omaha where we have found provided for its accommodation, convenient and adequate facilities, and

Whereas, The members of the visiting grain trade have been the recipient of boundless hospitality and fine courtesy, combining business with pleasure in such proportion that their stay in this progressive and beautiful city will always remain as a pleasant memory.

Therefore, be it Resolved: That the thanks and gratitude of the association be extended to the members of the Omaha Grain Exchange, and to its various officers and committees who by their diligent effort have met all the demands of our entertainment, sparing neither time, energy, nor finance.

That we make expression of our sincere appreciation to the hostesses of this convention for the splendid conception and fine execution of the program of entertainment of the visiting ladies cleverly arranged to meet different tastes and desires and heightened in enjoyment by constant personal favor and attention.

That we formally recognize the contribution to the success of the convention of Congressman Newton, Honorable Arthur J. Weaver, Honorable A. C. Malloy, and other speakers and entertainers, to all of whom we declare our gratitude and render sincere thanks.

**The President:** We will next have the report of the Nominating Committee read by the chairman of the committee.

**Mr. Dow:** The following is the report of the Nominations Committee:

## REPORT OF THE NOMINATIONS COMMITTEE

The Nominations Committee is expected to present the following list of officers and directors to be elected by the Omaha convention: A president, a first vice-president, a second vice-president, 15 directors for two years, and two directors for one year to fill the vacancies caused by the death of J. W. McCord of Columbus, and the resignation of Harry Williams of Nashville.

The committee beg leave to place on nomination, men who have demonstrated leadership, and whom the committee feels are eminently fitted to head up our association, and make the following nominations:

For president, C. D. Sturtevant of Omaha, Neb.

First vice-president, A. S. MacDonald of Boston, Mass.

Second vice-president, John S. Green, Louisville, Ky.

For 15 directors for two years: J. C. Kleckner of Neillsville, Wis., (representing the Central Retail Feed Association); E. A. Boyd of Spokane, Wash. (representing the Pacific Northwest Grain Dealers Association); John Stark of Kansas City, (representing the Kansas City market); L. C. McMurtry, of Pampa, Texas (representing the Panhandle Grain Dealers Association); D. B. Kevil of Silkeston, Mo., (representing the Missouri Grain Dealers Association); W. H. Harter of Minneapolis, (representing the Minneapolis market); W. J. Edwards of St. Louis (representing the St. Louis market); W. G. Kirkpatrick of Great Falls, Mont. (representing the Northwestern Grain Dealers Association); A. N. Sheffield of Battle Creek, Mich. (representing the Michigan Hay and Grain Association); A. H. Hankerson of San Francisco, Calif. (representing California and the Pacific Coast); Donald A. Dailey of Rochester, N. Y. (representing New York State Hay and Grain Dealers Association); J. A. Sturges of Easthampton, Mass. (representing the Massachusetts Retail Grain Dealers Association); Dan M. Johnson of Essex, Vt. (representing the Vermont Grain Dealers Association); L. H. Connell of Denver, Colo. (representing the Colorado Grain Dealers Association); W. A. Hottensen of Milwaukee, Wis. (representing the Milwaukee market); and for two directors

for one year: F. E. Watkins of Cleveland, Ohio (representing the Ohio Grain Dealers Association) to succeed J. W. McCord of Columbus, Ohio, deceased; R. W. Hale of Nashville, Tenn. (representing the Nashville market), to succeed Harry Williams of Nashville, resigned.

The committee is unanimous in making all nominations.

(It was moved that the report of the Nominations Committee be approved and that the men whose names were presented be elected as officers of the association. The motion was seconded and carried unanimously).

**The President:** I want to thank you for this renewed sign of your confidence, but owing to the difficulties of speaking on account of the noise made by the meeting in the other part of this room, I am going to say nothing more.

**Mr. MacDonald:** On this matter of dues, if I may say a word under the head of new business, I would like to say that it seems to me the association should take action upon it after due publicity has been given. I feel that if we were to enact an important trade rule on which we were going to act today, notice of it would have been given, and we would have had an opportunity to think it over. I want to see this matter investigated, and I move you that a committee be appointed by the chair to investigate the situation and make recommendations at its earliest convenience, and if their recommendations favor an advance in the dues, that due publicity be given to it at least 60 days

of the Nominations Committee this year, and Mr. Baldwin was among the active participants in the work of the Resolutions Committee.

THE Los Angeles delegation held open house throughout the convention in a suite of rooms on the first floor of the Fontenelle. Under the guidance of M. D. Thiebaud, secretary of the Los Angeles Grain Exchange, the delegation initiated a campaign to get the 1928 national convention in Los Angeles. Invitations from various civic authorities and organizations, including the mayor, the grain exchange, the Chamber of Commerce and the hotel associations were presented by Mr. Thiebaud.

THE O. W. Randolph Company, 1015 Summitt Street, Toledo, Ohio, well known manufacturers of grain driers, was represented by O. W. Randolph, who had a booth near the entrance to the convention hall, and distributed telescoping cigarette holders of the type exploited by Ed Wynn in his shows. The result was an almost alarming display of long tubes with ignited tips protruding from the mouths of otherwise dignified grain merchants in the lobby and elsewhere. Mr. Randolph said that he had been running his plant 24 hours daily to keep up with orders and that he had doubled his capacity of last year. The Randolph company, he said, is shipping many driers into Canada to handle the wet wheat crop.

ON the afternoon of the first day the Omaha Grain Exchange held "open house" and invited all who were visiting the city to come and see a special corn exhibit. A large orchestra was on the floor of the exchange and furnished music constantly through the afternoon, and the program was broadcasted. Special entertainment features were introduced at intervals. The crowded condition of the large building occupied by the exchange indicated that a very large number accepted the invitation to inspect the facilities of this market.

A UNIQUE feature which caused more than ordinary comment was the method chosen to show visitors how to reach the Omaha Grain Exchange from the convention hall at the Fontenelle, three blocks distant. Bright yellow ears of corn were stenciled on the sidewalks at intervals of a few feet, thus blazing a trail that even the most near-sighted could not miss. Along the side of the streets at frequent intervals were large stalks of corn too.

IN the lobby of the convention hotel was a miniature grain elevator with a train of cars ready for loading. The entire model was constructed of sugar, and was the work of the culinary department of the Eppley Hotels Company, owner of the Fontenelle. At the dining room entrance was a similar sugar miniature of a co-operative elevator.

ONE of the banner delegations in size was that from Colorado. Nebraska's country shippers turned out in large numbers and the whole convention was truly representative of the United States in a geographic sense. Early the morning of the Sunday preceding the opening of the convention it was observed that already both coasts—the east and west—were represented. A. S. MacDonald of Boston and M. D. Thiebaud of Los Angeles had both arrived.

E. J. DALBY was in charge of The Wolf Company display. His table was closest of all to the convention hall entrance and the Chambersburg (Pa.) concern therefore occupied a commanding position.

AS USUAL, Lamson Bros. & Co., had a private wire room off the mezzanine and a small convention of market followers always was in session during market hours.

POPULAR souvenirs of P. B. & C. C. Miles, grain firm of Peoria, Ill., were the miniature match boxes given out during the convention.

EDNA M. FRYE, Ames, Iowa, was the first woman grain broker to register. The many ladies attending the convention as guests were given a splendid program of entertainment. Mrs. J. T. Buchanan, Omaha, was in charge of the hostesses.

MESSRS. Christe and May were the veterans representing the interests of J. H. Dole & Co., Chicago, Ill.

TOTAL attendance at the convention ran over the 900 mark. There's a difference between registration and attendance.

AFTER Toastmaster Wright's definition of a golfer, prize winners of the convention tournament seemed a bit reticent about marching up to receive the prizes awarded at the banquet. Mr. Wright hinted darkly that he might keep them if the prize winners did not face the music. What we want to know is: What would Mr. Wright do with them?

TO DISCONCERT all those grain dealers we saw puffing away casually at cigarettes down in the convention hotel grill, we quote from the grill's menu: "To comply with the Nebraska State law, patrons are prohibited from smoking cigarettes in the dining room."

BOTH the Omaha races and a new Omaha theatre opened their season during the convention and were enjoyed by the ladies registered as well as by the men. A style show was given for the special benefit of the women delegates.

FRANK C. BELL, general Entertainment Committee chairman for the Omaha Grain Exchange, we suppose, is glad the convention is over. We hope he and the special committee heads working with him may take a week's rest which certainly has been earned.



J. B. ROBERTS AND J. F. BAKER

before our next annual meeting in Who's Who in the Grain Trade.

(A motion was seconded and carried unanimously).

Thereupon the chairman declared the convention adjourned.

## Omaha Notes

AMONG the familiar faces around grain conventions that were missing this year was that of Fred Horner, chairman of the Executive Committee, who was absent on a trip to Europe.

ONE of the prominent grain men who introduced the younger generation of a well known house to the convention was E. C. Eikenberry, of Camden, Ohio, who appeared at this meeting with his son, William.

THE most dramatic rendition of committee reports was achieved by H. A. Rumsey, Rumsey & Co., Chicago, Ill., who as chairman of the Auditing Committee shouted his report, firing word after word like an animated machine gun, thus succeeding in competing with the terrific din created by a Rotary club meeting in the adjoining section of the convention hall on the third day. Mr. Rumsey was the cheerful recipient of numerous congratulations on his ability as a high pressure elocutionist.

THE self evident fact that birds of a feather flock together was clearly demonstrated by the Blackhawk Grain Company, Omaha, Neb., which distributed feathers of all colors bearing the company imprint and which were worn by everybody around the convention halls.

AMONG the early arrivals was Ed Wayne, Delavan, Ill., who was president of the Grain Dealers National Association last time it met in Omaha, in 1911. Mr. Wayne has attended 24 consecutive national conventions and is proud of not missing one in this long period. He arrived with another veteran of grain conventions, H. I. Baldwin, of H. I. Baldwin & Co., DeCATUR, Ill., who has missed only one annual meeting in 24 years, and on that occasion he was in the hospital. Mr. Wayne figured conspicuously in the deliberations

# THE AMERICAN ELEVATOR AND GRAIN TRADE

## TERMINAL WEIGHMasters MEET

The tenth annual convention of the Terminal Grain Weighmasters National Association was held Monday, October 10, at the Fontenelle Hotel, Omaha, Neb., concurrently with the annual convention of the Grain Dealers National Association. President Schmitz, chief weighmaster of the Chicago Board of Trade, presided. There was quite a large representation in attendance and much interest in the proceedings was apparent. Mr. Schmitz read a paper, in which he said:

### ADDRESS OF PRESIDENT J. A. SCHMITZ

It is indeed a pleasure for me again to meet and greet you, at this our tenth annual meeting. This is the fourth time I have had this privilege.

I am well persuaded that it was not the intent of the organizers of the Terminal Grain Weighmasters National Association to elect and re-elect, year after year, the same officers to guide the destinies of this organization; nor do I believe that such a course would be in the interest of the association. I mention this because of the seeming tendency, when selecting our officers, to ignore the fact that we have in our membership many very capable men, well qualified to direct the affairs of our organization, and who should be given a chance to do so.

While on this subject, may I also refer to our former policy, since abandoned, of delegating labor and responsibility to specially appointed committees. Perhaps, instead of special committees, additions to our list of officers would better serve the purposes and progress of our organization. In any event, it is my hope that before we adjourn we will take some action that will involve a division of duties to the end that there will be greater participation, by a larger number of members, in the affairs of our association.



RETIRING PRESIDENT J. A. SCHMITZ

Surely, it would be idle for any of us to contend that there are no problems capable of solution that should be handled by this organization of terminal grain weighmasters. On the contrary, because of their relative importance, it would be difficult to determine just which of these many problems should receive our first consideration. Hence, it pleases me that so many subjects have been advanced by our membership for discussion at this meeting, even though there was apparent, in the beginning, a hesitancy on the part of members to "come across," so to speak. Doubtless this hesitation was due to modesty inherent in weighmasters generally.

The subjects docketed for debate include matters with which some weighing departments may be more concerned than others. For example, we have the question of differences in weights on grain carried by vessels, commonly termed "vessel shortages." This subject will be handled by State Weighmaster Juneau of Superior, Wis. Because of its importance we have invited Messrs. Schrader and Stevenson, representing insurance concerns that insure the outturn weights of cargo grain, in the hopes they would talk to us on this matter from the viewpoint of the insurance man. Also, Mr. King of the Western Weighing Association desires to give us some of his field experiences which relate to weight differences that may be due to garner conditions. And Weighmaster Quist, of Minneapolis, will discuss co-operation between shippers and terminal weighmasters, and between terminal weighing departments, by the use and application of loading weight cards; Weighmaster Hallam of Cincinnati will discuss the mooted questions involved in the subject of Country Weights vs. Terminal Weights; while Weighmaster Ladd of Milwaukee will talk to us on a subject of interest.

P. P. Quist, of Minneapolis, read a paper on shippers' weight cards, and J. A. Hallam, chief weighmaster and

chief grain inspector at Cincinnati, Ohio, also spoke. Mr. Hallam's address follows:

### ADDRESS OF J. A. HALLAM

Weights and amounts date back to the rise of society and at the beginning of when the human race began to bargain and barter one with the other. Just what method they employed in arriving at the amount of articles, we are unable to say, but it is reasonable to believe that they regarded the system they did use as being important, for the amount of any commodity they were to give or receive for any other commodity depended on the amount involved. Pardon my reference to evolution, but as races and tribes increased and the mind of man grew and he became better aware of the needs of his fellow-man as well as his own, it was found that he could no longer accept or give a certain amount or bulk for a like amount of another commodity.

The demand for articles that were necessary to the well being of man and beast became so great that they could no longer be traded bulk for bulk, then, to facilitate trading among themselves, these ancient people created a medium of exchange commonly known to us in this age as money, not the same as ours, of course, but it answered the same purpose, thus buying and selling came into practice.

Cities grew, and the time came when the needs of the human race could not be supplied merely by trading between the man who produced a thing and the one wishing to use it, therefore, it became necessary to establish markets of various kinds, and since there should be order in all things, when these markets were properly organized there were rules and customs put into use in order to promote and protect the welfare and interests of those who bought and sold at the markets.

It was necessary also that the minds of each man involved in a trade should meet, and to know what they were doing just the same as the minds of the cave-men met when they traded bulk for bulk or pelt for pelt. Then it was learned that for future settlement of any dispute that might arise, the meeting of minds should be recorded, therefore records began to be kept and rules based on justice and equality were made to govern the trading in these markets between buyer and seller, thus society grew and benefited.

New requirements have been made from time to time; there have been many changes in the rules of exchange, still the same thing has followed right along abreast with all progress since progress first became known to man and that thing is weights or amounts—"How much is there of it?"

So down through the generations, nations and countries have set standards of weights and amounts of some kind. They have guarded well their methods and results of their systems and weights, likewise firms and individuals guard theirs with the same care.

With the movement of civilization in this great commonwealth of ours from East to West, settling the vast agricultural districts, the raising of grain became an important business, therefore along with other markets that were established from time to time came grain markets.

The matter of measuring the grain when offered for sale was not found to be satisfactory because of the variation of the weight of a given volume due to light and heavy weight grain, then among other important provisions that were made in markets, scales for weighing the grain were provided.

The producer of grain in early days was at a disadvantage in that he had no scales on which to weigh his grain, and there were none available oftentimes, except at the market, thus he took advantage of the weighing facilities that the buyer of the grain offered him—this custom was followed for many years and is still followed by a great many.

Then in time, as production increased, terminal or central markets such as we have today were organized and the custom on destination weights seemed to continue to a great extent, hence, we have the terminal grain weighing departments on which rests a great responsibility. If the seller in his contract says "yes I will sell my grain and trust a certain weighing bureau to say how much I have shipped" the task of weighing it correctly then should be an important one and no detail in the least should be overlooked that would prevent an error.

It was learned as time went on that extra supervision over the weighing and handling of grain at elevators would be a safeguard against errors that might be made—the weighing business had become so important that extra supervision was made a part of the work around elevators in many markets. As terminal markets and weighing departments were created, the country buyer and shipper was making progress also, and as grain handling elevators were built the person operating these plants wished to know not only how much grain they had bought but how much they were shipping also, therefore scales were installed in "Point of Shipment" houses, and it is very gratifying to me as I visit different elevators to see the great improvement that are being made in the proper direction, of course sometimes we find scales, more often of the automatic type, that are in poor condition and acknowledged to be by the operator, then again we find scales of the same type that are apparently all right. In this connection I wish to quote a part of a report made by H. H.

## Forty-Sixth Year

Alfrey, Chief Scale Inspector, R. I. Lines, Southern District, printed in the *Grain Dealers Journal* of May 25, 1927, referring to variation in automatic scale weights.

The report says in part:

### Country Elevator Scales Neglected

"While a few of the railroads have systematic supervision and testing of elevator scales, a great many do not, with the result that the shippers do not have access to regular inspection and tests by competent men with adequate equipment. It therefore necessarily follows that there are hundreds of automatic grain scales in use today that receive little or no attention except that given by the elevator men which in most cases has been found to be inadequate."

A committee was appointed by the chairman, A. S. Dodge, to develop by actual tests at country loading points just what such scales were doing under ordinary operating condition.

Says Mr. Alfrey:

"It was not our intention to either approve or condemn any make of type of scale but rather to develop if possible just what could be expected from automatic grain weighing scales at country elevators and I trust that the manufacturers and others interested in this type of scales will receive the following data with that thought in mind.

"It was interesting to note that the scales receiving attention either by competent or periodical inspection by scale inspectors produced smaller errors than the scales receiving little or no attention, which goes to prove that the term 'automatic' is not all that it implies, and that this type of scale is as much if not more dependent on proper operation than the hopper scales, consequently the specification set forth in Docket 9009 which requires the operators of an automatic scale to ascertain at least four times dur-



SECRETARY HARRY R. CLARK

ing the loading of each car whether or not the scale is properly adjusted, should be rigidly adhered to if we are to get good results."

Then he goes on to explain at considerable length how the tests were made, etc., and the results of the 22 tests that were made, and concludes by saying:

"After careful analysis of these 22 tests, together with other data on this type of scale, it was recommended by this committee that an operating tolerance of five pounds per 1,000 pounds be adopted for grain weighing automatic scales."

The purpose of this article, gentlemen, is not to condemn any special make or type of scale but I am sure you will agree that when the proper supervision in a market where scales are kept up and certain checking systems are in use, there is less chance for error than there is with conditions Mr. Alfrey mentions in his article, where there is no supervision.

The scales that were used in past ages were no doubt very crude, and while there have been some very worth while improvements made yet we dare not forget that the law of balance remains the same as it was when the weight of articles were determined in a crude way, and anything that interferes with that law of balance should be considered very seriously. Science and inventions have made great progress in many directions but with the triggers and springs and the complicated and delicate machinery with which many different kinds of scales are constructed it is feared that there is danger of getting too far away from the principle of balance and simplicity and displace it with something less dependable, and whatever idea we have of a convenient or "expense saving grain weighing scale" we are inclined to accept the report of Mr. Alfrey on conditions surrounding automatic scales.

The difference that is sometimes found between shippers' weights and outturn weights at a terminal market, even though no leak is found, does not

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mean that the weigher at either end of the line is any less able or competent or inferior to the other weigher, but due in a great many cases to the condition under which the weights were obtained.

That scales will weigh correctly one with the other when both are in good condition and care is exercised, is attested to by the many checks we make from cross-town movements from one elevator to another, from hopper scales to railroad track scales where the gross and tare is taken in the proper time, and from railroad track scales by hopper.

I have in mind also the case of a man widely known (I will mention no name) who sold from his farm about 30,000 bushels of ear corn during this year to a firm in Cincinnati. This corn was delivered in trucks; every load was weighed before it left the farm, on the seller's scales, which are very fine ones so they say, for this man has the reputation of doing things just right, and the same loads were weighed on scales in Cincinnati which are under close supervision, and the weights were very satisfactory to both parties. The point I wish to make is this—that this man maintained good weighing equipment and we will find a lot more like him.

In closing I would like to recommend that this organization go on record as requesting those of the shippers who are not giving their scales close attention, as a matter of co-operation with terminal grain weighing markets, to do so.

Officers were elected for the ensuing year, and the following were named: President, P. P. Quist, Minneapolis, Minn.; vice-president, M. H. Ladd, Chamber of Commerce, Milwaukee, Wis.; and secretary-treasurer, Harry R. Clark, chief inspector and weighmaster of the Omaha Grain Exchange, Omaha, Neb.

The following resolutions were adopted at the meeting:

## RESOLUTIONS

WHEREAS, shippers weight cards have proven of great benefit to weighmasters at terminal markets in checking the accuracy of their scales, be it hereby

RESOLVED: That H. L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association, be urged to bring the matter to the attention of that association and urge passage of a resolution by that body recommending country shippers supply such cards with their shipments.

WHEREAS, it has come to the attention of this meeting that in new grain elevators which are being constructed in various parts of the country, sufficient attention is not being given to the proper construction of the receiving garners and does not discharge into the scale hoppers and

WHEREAS, I. C. C. Docket 9009 provides certain requirements and specifications for garner constructions, especially as to size of openings and pitch of hopper bottoms, therefore be it

RESOLVED: That the attention of elevator builders, designers and owners be called to this important matter through H. L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association.

WHEREAS, the grain trade publications have done considerable beneficial work in publishing statistics and information regarding leaking cars found at terminal markets and considerable work along this line has been done by the Transportation Committee of the Grain Dealers National Association and

WHEREAS, these have reacted to help reduce the number of such leaking cars, be it hereby

RESOLVED: That the Terminal Grain Weighmasters Association and its individual members give the trade publications and the chairman of the Transportation Committee of the Grain Dealers National Association every co-operation along these lines.

## FEED DISTRIBUTORS MEET

The United States Feed Distributors Association met for luncheon and a business meeting at the Fonnenelle Hotel on October 11. The grain convention had just adjourned for the day and many of the grain convention attendants were among those who gathered to consider feed problems. President George W. Hoyland, of the Hoyland Flour Mills Company, Minneapolis, Minn., was in the chair, and after the luncheon had been finished, he directed Secretary D. J. Schuh to proceed with the roll call. Following this he read his report as president, in which he said in part:

### PRESIDENT HOYLAND'S ADDRESS

The public-spirited and foresighted members of our association, who conceived its formation in 1920, may well look back with no little satisfaction over the past year. It is true that since the Buffalo convention our association has not been called upon to handle many questions or to initiate a great number of movements for the betterment of the trade. Nevertheless, it has served a valuable purpose.

We have a larger membership than a year ago—larger, I believe than at any other time in our history.

You will recall that at our last annual meeting a report was made on the charge of \$6.50 levied by some railroads for the non-surrender of order bills of lading. After discussion, this subject was referred to the Board of Directors for action. It is, as previously

stated, one of the important matters before us. Late in December, and early in January, I made efforts to arrange for a meeting of our directors with the object of outlining a definite course of action. Because of requests for further consideration, including one from the New York Produce Exchange, the meeting was not held, and the matter still awaits our action. I suggest discussion at this time, for our careful consideration should precede any decision on our course in this matter.

Another rate problem which I feel should be acted upon by us during our meeting today pertains to the tariffs on millfeed in relation to wheat, corn and other products. Various moves were made by carriers during the past year to put millfeed on the wheat rate basis rather than on the corn basis. Nearly all of the tariffs of railroads classify millfeed as it ought to be classified always—as a product entitled to the corn rate basis. Any advance to the wheat basis would be a discrimination against millfeed, and I hope that our association will put itself on record as in accord with the organizations of millers who are urging the retention of millfeed on the corn rate basis in all railroad tariffs.

As to our future as an association, one proposal has been made that we extend our present affiliation



RETIRING PRESIDENT GEORGE W. HOYLAND

with the Grain Dealers National Association to an amalgamation and work through a committee of that body. Our individuality would, of course, disappear with the adoption of such a proposal. Personally, I do not think we should take that step. We should maintain our association and our affiliation with the Grain Dealers National Association.

### SECRETARY-TREASURER SCHUH'S REPORT

Last year we made a short report of the activities of the secretary-treasurer's office. It is our belief that the size of the report rather than what it contained received the applause. Therefore the following:

Your president having appointed an Auditing Committee, that committee will tell you whether or not the fiscal affairs of your Association have been honestly administered during the past year. Some statistics on our financial standing should prove of interest to you. Our total income last year was \$868.88, \$810 of this amount represents revenue from dues, \$35 for the payment of the Grain Dealers National Association's publication *Who is Who in the Grain Trade*, while \$23.88 was derived from interest on daily balances. The total assessment of dues last year was \$920, and, as stated, \$810 was collected, leaving \$110 uncollected. We are hoping that the 11 members who have failed to pay will yet determine to continue with this organization.

During the year our expenses totaled \$933.82. Thirty-four dollars of this amount was to pay for subscription to *Who is Who*, so that our next expense was \$899.82, or \$89.82 in excess of our income. This deficit, was made up partially with the interest on daily balances and through the use of funds in the treasury from last year, so that our balance on hand, \$290.04, is \$64.94 less than at the beginning of the year. We should not overlook the fact that from this balance we have certain expenses to be paid on account of this convention, and when those items are paid we shall have little if any money in the treasury.

The membership situation is 11 over last year, providing the 11 delinquents pay their dues. At this time we have a total membership of 102 as compared with 91 a year ago. During the year 18 resignations were accepted, while 19 new members were admitted. Of the 19 new members 12 were procured by J. P. Parks of Kansas City.

It is quite evident that unless we increase our dues or increase our membership this association will not be able to pay its necessary running expenses during the coming year. I think your president has made a

timely plea to you and I hope that his appeal will have the desired effect.

During the year your secretary-treasurer's office has endeavored to keep the membership informed as to the admission of new members and elimination of names from the membership roster, and other items of interest. We have appealed, from time to time, to our members to furnish us with items of interest for publication in our circulars, but I have not received any response.

It may be of interest to you to learn here that a goodly portion of our time is consumed in answering inquiries, supplying members with copies of the roster, copies of the by-laws and copies of the rules and regulations. We have had some correspondence with members relative to arbitration. It should also prove of interest to you to know that in our opinion an unnecessary amount of money is spent for postage in an effort to collect dues. The office of your secretary-treasurer would be very grateful if our members upon receipt of bill for dues would either pay the same or indicate their intentions with respect to remaining in the association.

During the past year President Hoyland appointed: W. O. Fehling, chairman and E. W. Mitchell, as a Committee on Linseed Oil Meal and we have the following report from Chairman Fehling:

"The Linseed Oil Meal Committee of which the writer was appointed Chairman by President Hoyland has begun to function, and a meeting was recently held in Buffalo.

"We think we have devised a plan where, this situation can be handled to the advantage of all concerned and a full and complete report will be rendered to President Hoyland very shortly by the writer."

As to the \$6.30 reconsignment charge matter referred to the Board of Directors at your last convention:

President Hoyland had up this matter with the directors last April and while discussing the subject the New York Produce Exchange asked our directors to drop it until New York had had a hearing on their case before the Interstate Commerce Commission.

In our opinion your association deserves full support from its members and we believe that many



SECRETARY-TREASURER D. J. SCHUH

members would be benefiting themselves if they would put forth some effort to procure good new members.

In conclusion permit me to reiterate what I had to say last year with respect to the pleasure it has given me to serve your organization in the capacity of secretary-treasurer. This may sound strange to you since a salary is not connected with the office, but you must remember that the Board of Directors of the Cincinnati Board of Trade having granted you free quarters and the use of our clerical force, my job has been made rather easy.

### ELECTION OF OFFICERS

The annual election resulted as follows: President, M. C. Burns, Traders Feed & Grain Company, Buffalo, N. Y.; first vice-president, D. G. Lowell, Washburn Crosby Company, Minneapolis, Minn.; second vice-president, O. A. McCrea, Pillsbury Flour Mills Company, Minneapolis, Minn.; secretary-treasurer, D. J. Schuh, Cincinnati Board of Trade, Cincinnati, Ohio. The directors for one year are: John Caldwell, Ralston-Purina Company, St. Louis, Mo., George W. Hoyland, Hoyland Flour Mills Company, Kansas City, Mo., O. A. McCrea, Pillsbury Flour Mills Company, Minneapolis, Minn., W. O. Fehling, Samuel Bell & Son, Philadelphia, Pa., D. G. Lowell, Washburn

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Sixth Year

Crosby Company, Minneapolis, Minn., L. C. Newsome, Newsome Feed & Grain Company, Pittsburgh, Pa.; directors for two years: M. C. Burns, Traders Feed & Grain Company, Buffalo, N. Y., E. C. Dreyer, Dreyer Commission Company, St. Louis, Mo., J. W. Jouno, Donahue-Stratton Company, Milwaukee, Wis., W. G. Mish, Green-Mish Company, Washington, D. C., J. P. Parks, Kansas City, Mo., and J. B. E. Currie, Park & Pollard, Boston, Mass.

## GRAIN INSPECTORS HOLD MEETING

The Chief Grain Inspectors National Association held its twenty-sixth annual meeting at Omaha, Neb., on October 11. A. A. Breed, Milwaukee, Wis., president of the association, called the meeting to order at 9:30 in the morning, and made a brief address, after which the report of the secretary-treasurer was received. There was a general discussion of grades, methods and general topics of interest to the chief grain inspectors.

A resolution was adopted in which it was recom-



P. D. CONNORS, CHIEF INSPECTOR AND WEIGHMASTER, BUFFALO CORN EXCHANGE; A. A. BREED, MILWAUKEE, WIS., PRESIDENT OF THE CHIEF GRAIN INSPECTORS, AND PAUL LARSON, SIOUX CITY, IOWA, SECRETARY

mended that the official corn grades be changed so that there would be only five grades instead of six. It was proposed to eliminate No. 6.

The officers were re-elected, so that the personnel of the executive group for the coming year includes the following: President, A. A. Breed, Milwaukee, Wis.; vice-president, Lee D. Irving, Louisville, Ky.; and secretary-treasurer, Paul Larson, Sioux City, Iowa.

## TRADERS THREATENED BY BUILDING DEFECT

The top instead of the frequently referred to bottom fell out of the market in Chicago, October 13, when 600 pounds of plaster fell from the ceiling of the Board of Trade smoking room, injuring several people. E. F. Chapin, 81, a broker on the board for over 50 years, was severely hurt and was taken immediately to a hospital. James Gallagher, A. J. Pollock, and G. B. Van Ness were among the others involved in the accident.

The room in which the mishap occurred is on the second floor of the Board of Trade building, adjacent to the trading pits. Hundreds of board members were at their usual trading activities, and the noise of the crash sent them running for the narrow passageway which connects the exchange floor with the smoking room.

For a moment or two a small panic was impending, but it was soon learned that there was no further danger.

## PENN WHEAT FAVORED

The most generally grown variety in Tennessee is Fulcaster, and the results of state trials show that it is a leader in both yield and quality. Attention has been given to the comparative worth of a number of strains of Fulcaster such as, Miracle, Peck-to-the-Acre, Mortgage Lifter, Acme, Stoner and Penn 44. Most of them were found to be of nearly equal value, but Penn 44 appears to be superior in grain production. Tennessee state bulletins show

that this strain of Fulcaster was obtained from the Pennsylvania Agricultural Experiment Station, State College, Pa. Not only is it an excellent yielder, but it is noticeably stiffer strawed. This is

an especial advantage in the case of fertile land where the common Fulcaster is apt to lodge. Pennsylvania grown seed of this variety would be expected to be well suited to Tennessee conditions.

## Canada's New Grain Research Laboratory

**A Description of the Board of Grain Commissioners' Grain Research Laboratory, Department of Trade and Commerce, Winnipeg, Man.**

By P. R. AITKEN

In the year 1925 the Royal Grain Commission advocated that a research laboratory be established under the supervision of the Board of Grain Commissioners, to assist them in an advisory capacity with regard to technical problems. The revised edition of the Canada Grain Act endorsed this recommendation and in compliance with this law the Dominion Grain Research Laboratory was reorganized, and is now established at 874-876 Grain Exchange Building, Winnipeg, Man., under Dr. F. J. Birchard. An appropriation was allotted by Parliament for the building and equipping, since every effort was to be made to produce as complete a laboratory as possible.

The laboratory is comprised of eight rooms and includes an experimental milling department, a baking room, general laboratory, a research laboratory, together with offices and storage rooms.

The mill room contains two experimental mills; one a Wolf and the other a three-stand Allis Chalmers, both mills being separate units and operated by two 5-horsepower motors. Wheat and flax

measuring device manufactured by the Industrial Appliance Company.

Figures 2 and 3 show the experimental bake room. Supervision of the moisture testing apparatus throughout Canada at all the 15 inspection points from Halifax to Vancouver is undertaken by the laboratory. It is evident that such a responsibility entails a large volume of work, and to assist in this, a moisture testing room built of white tile occupies a prominent place in the laboratory. This room is equipped with three six compartment Brown-Duvel Automatic Moisture

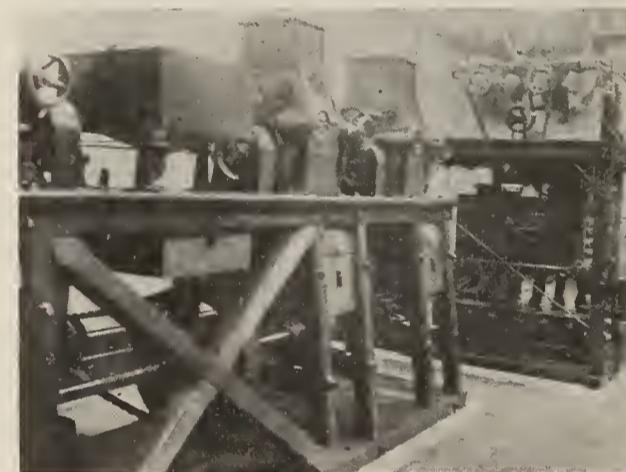


FIG. 1. MILL ROOM IN THE CANADIAN GOVERNMENT GRAIN RESEARCH LABORATORY, WINNIPEG, MAN.

cleaners are also installed. With the aid of eight Palo northern daylight lamps an artificial light resembling morning daylight is always available.

Figure 1 is a picture of the mill room. The experimental baking room is very complete, the equipment including a two-compartment thermostatically controlled baking oven, with a steaming device attached. The fermentation cabinets are built of polished steel and are temperature controlled. One of the fermentation cabinets is used for dough proofing purposes, and aside from being operated at a slightly higher temperature, is equipped with a Bahnsen Type "C" Humidifier. In this way the cabinet is both constant as regards humidity and temperature. To facilitate the operator, an automatic proofing device has been installed in the cabinet, so arranged that individual bell signals operate when maximum proof of the panned dough has been reached. In this way proofing periods are uniform and consistent baking tests are made. The dough moulding table is equipped with an electrically heated moulding plate, so that when doughs are moulded by hand, chilling is eliminated, and as much as possible any mechanical factors which might affect the final loaf are reduced to a minimum. In order to standardize the baking method to a finer degree, a Thomson One-Man Loaf Moulder has been installed, the result being that the baking process is now almost entirely mechanical, and very closely resembles commercial bake-shop practise. A Hobart twin arm, three speed mixer is used, mixing being regulated with an automatic time clock.

The final loaves are measured with the aid of a

FIG. 2. VIEW IN THE EXPERIMENTAL BAKE ROOM

Testers, so wired that any voltage fluctuations which may occur are reduced to the extent that the wattage of each heater remains constant. The correct methods of determining moisture in grain with the Brown-Duvel apparatus have been under investigation in this laboratory for many months, the findings of which have been very successfully applied, with the result that an inspection point as far away as Prince Rupert is able to duplicate tests with the laboratory to the extent of not more than .1 per cent differences. It has only been possible to bring about such coincident results after many months of exhaustive study. Aside from making daily moisture tests on samples of grain submitted by the various inspection points for check test purposes, all moisture determina-

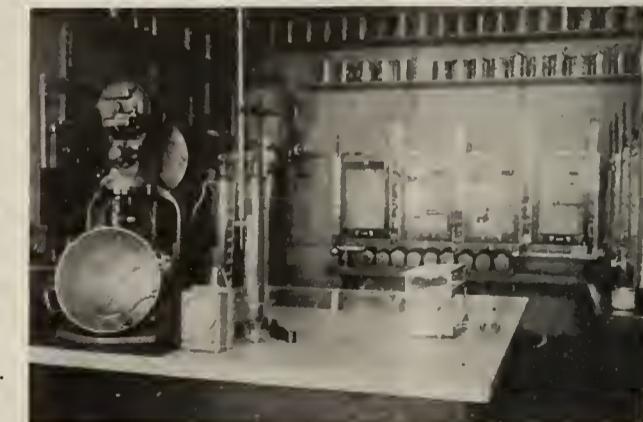


FIG. 3. ANOTHER VIEW OF BAKE ROOM

tions on samples of grain prior to milling are made on these machines. The same efficient lighting is used as in the milling and baking rooms.

Figure 4 is a picture of the moisture testing room. The general laboratory is at present devoted to flour and wheat analysis, is equipped with built-in solid oak benches, together with an alberine stone fume cabinet in which is installed a thermostatically controlled Roskins furnace, so arranged that the temperature is maintained at 1050°F 8°F. The protein digestion apparatus is of Duriron manufacture and is made to hold 24 flasks. The digester is electrically heated, with individually controlled

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elements, all of constant wattage. Electric fans remove the fumes from both the digestion apparatus and the fume cupboard. The distillation apparatus is also built for 24 flasks, each still being a single unit.

A "Wiley" grinding mill is used for reducing the grain to uniform fineness before Kjeldahl determinations are made. The titration bench is equipped with Palo Daylight titrating lamps and is used in conjunction with the other Palo lights in the room. Figures 5 and 6 are pictures of the general laboratory. The research laboratory, a corner of which is shown in Figure 7 is used very largely for electro-chemical investigations, and is equipped with a very complete H.ion apparatus. A Wallace & Tiernan Viscosimeter is also in use. DeKhotinsky Ovens of both vacuum and air design are installed and are occasionally used for checking the Brown-Duvel moisture testing apparatus. The lab-

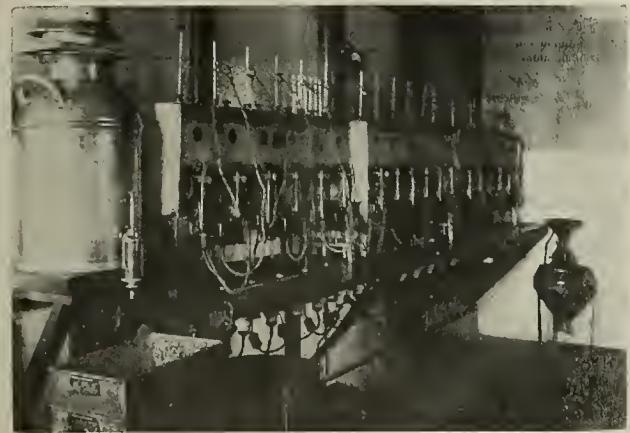


FIG. 4. MOISTURE TESTING ROOM

oratory is about to commence an exhaustive study of the relation between the different grades of flax and their oil content. Aside from having very efficient fat extraction apparatus, it is proposed to secure the complete apparatus for making oil determinations with the aid of the refractometer. It is hoped to have this apparatus installed in the course of a few weeks. Chainomatic balances are used for rapid weighing. The effect of the Ultra Violet Ray upon the milling value of immature wheat is a subject which is to be studied in the near future, and for this purpose Violet Ray apparatus is being secured.

All the laboratory benches are built of solid oak with birchwood tops and the floor throughout has a solid tile covering.

Toward the latter part of this year a constant temperature room is to be built and will be maintained at a constant humidity with temperature limits not exceeding 1°F. The constant tempera-



FIG. 5. VIEW IN THE GENERAL LABORATORY

ture room will be used very largely for grain storage experiments in connection with the study of the maximum limits of moisture which grain can safely carry before going out of condition.

Previous investigations have shown that temperature fluctuations influence grain stored in bins. To be able to store grain under controlled humidity and temperature conditions will greatly assist matters, since any changes which may take place can be directly attributed to the grain, and not to climatic changes.

Some of the studies which are at present under investigation include the milling and baking value

of dried grain, the correct temperature at which grain should be dried, the milling and baking value of grain of unestablished variety. The milling and baking value of sprouted, immature, frozen and spring threshed grain have been under investigation for a considerable period, and as it occasionally happens that a portion of a new crop has some form of new damage, it falls to the laboratory to determine how best to utilize such damaged wheat, to the benefit of all concerned.

The laboratory is also conducting investigations



FIG. 6. ANOTHER CORNER OF THE GENERAL LABORATORY

in conjunction with the three western universities, Manitoba, Saskatchewan and Alberta, under the supervision of the National Research Council, the main study at present being the milling and baking value of tough and dried grain.

It is proposed at a later date to install a model grain drier, so that drying may be conducted under controllable conditions. In this way the correct length of time to dry grain, together with the correct temperature at which drying should take place can be studied under semi-commercial conditions.

With the data at present available, there is every indication that grain is dried at too high a temperature at which grain should be dried. It can readily



FIG. 7. CORNER OF THE RESEARCH LABORATORY

be seen that such work as the laboratory is undertaking is of extreme importance and the field for investigation is unlimited.

## CLEANING GRAIN ON FARMS AND IN COUNTRY ELEVATORS

"The enormous weed crop that is raised with the grain every year is one of the chief reasons we do not have larger yields of grain per acre in the Spring wheat area." This is the opening statement of United States Department of Agriculture's Farmers' Bulletin No. 1542, entitled "Cleaning Grain on Farms and in Country Elevators." It was prepared by R. H. Black, marketing specialist connected with the Government's grain cleaning investigations, in collaboration with E. G. Boerner, in charge, Grain Investigations, Bureau of Agricultural Economics; and there is much of interest to the country grain operator in this publication. The authors go on to say:

There has been an increase in the average percentage of dockage in the wheat marketed at country elevators from 5.2 in the 1924 wheat crop to an estimate of 7 in the 1926 crop. The dockage in the flaxseed has also increased from an average of 15.4 per cent in the 1924 crop to an estimated 16.4 per cent in

the 1926 crop. Complete figures for the 1926 crops are not available at this writing.

The percentages of dockage do not include all the weed seeds produced in these two crops in the Spring wheat states because part of the dockage was removed on the farm before the grain was hauled to the local markets, nor do these statistics include those weed seeds which are not easily separated in ascertaining dockage, and therefore were considered as "foreign material other than dockage" when the dockage determinations were made at the time when the grain was sold at the country elevators.

Losses caused by weeds occur in both the production and marketing of grain. Weeds in grain fields cause a reduction in the yield of grain. There are several reasons for this. Weeds in grain fields occupy space which could be occupied by grain plants, if the weeds were not there. Tall weeds like kinghead and lamb's-quarters not only crowd the surrounding grain, but shade it, which prevents the proper filling out of the grain kernels and retards the ripening of the grain.

During certain periods in nearly every year, parts of the Spring wheat area suffer from lack of moisture and during such times the weeds in the grain fields use much of the soil moisture which is seriously needed by the grain plants. Weeds also rob the cultivated crops of much of the available plant food in the soil, which tends to reduce yields. This is especially harmful when the soil is deficient in one or more of the essential plant-food elements.

Weeds in grain fields increase the cost of harvesting because for any given quantity it costs as much to harvest and handle the weeds as it does to harvest and handle the grain. Weeds likewise increase the cost of threshing, because it costs as much and often more to thresh a unit weight of weed seeds than it does for grain. Some weeds like kinghead, Russian thistle, and wild morning-glory, because of their bulky and branching nature, cause difficulty in the harvesting and threshing of the grain.

Other weeds like lamb's-quarters, pigeon grass, and Russian thistle, which contain large quantities of moisture at harvest, hinder the drying of the grain in the shocks and this often causes the grain to heat in storage after it is threshed.

Further losses are incurred when grain containing weed seeds is marketed. The space occupied by weed seeds in the wagon box makes it necessary to haul more loads to market than would be necessary if the grain were clean. Roughly estimated it costs about three cents a bushel to haul the dockage from the farm to the country elevator. Grain containing dockage usually does not bring as high a price when it is sold as it would if it were clean. When grain that contains dockage is shipped to the terminal markets the dockage takes the same freight rates as the grain. For instance, when a car of wheat containing 5 per cent dockage is shipped from a point in North Dakota which takes a freight rate of 12 cents per bushel to Minneapolis, the freight on the dockage alone is about \$8.80. When the car contains 10 per cent dockage, the freight on the dockage is over \$17; if the grain contains 20 per cent, the freight for the dockage is over \$35.

Many cars of Hard Red Spring and Durum wheat containing over 20 per cent dockage are received at the terminal markets each year from the Spring wheat area. The cost of the freight on the dockage must be shared by each bushel of net wheat in the car, because payment for the wheat is made on the basis of the number of bushels of net wheat only in the car. In the case of a car containing 20 per cent dockage, the freight cost for the wheat is increased from 20 per cent dockage, the freight cost for the from 12 cents per bushel to 15 cents for each bushel of actual wheat.

There is a discussion at some length of loss in Minnesota from flaxseed dockage, followed by some good material regarding prevention of dockage. Destroying weed seeds in the soil is the first subhead under this topic, after which is the subject of eliminating weeds before they form seeds, and eliminating weed seeds from seed grain.

Of particular interest to grain elevator men are those sections which discuss "Grain Cleaners."

## PRAISE FOR EXCHANGES BY WHEAT FUTURES CHIEF

Millers, producers, and exporters of wheat and other grains benefit greatly by grain futures trading through the opportunity of hedging it affords, declared Dr. J. W. T. Duvel, chief of the Federal Grain Futures Administration, in an address given last month in Victoria, B. C., Canada.

On most of our grain exchanges, contracts for future delivery of wheat which are fulfilled by the delivery of actual wheat, Doctor Duvel reminded his audience, represent only a small fraction of the total volume of trading. On the Chicago Board of Trade the number of bushels of wheat involved in actual deliveries represents less than 1 per cent of

## NEWS LETTERS

ST. LOUIS  
FAIRMOUNT CORRESPONDENT

**A** DISASTROUS cyclone reached St. Louis at 1:05 p. m. September 29. The Thomas K. Martin, president of the Martin Grain Company, residence at 4218 Maryland Avenue was very badly damaged, necessitating his abandoning the property and moving his furniture to storage, going to a hotel with his wife until the place can be repaired. This location was in the center of the storm. Most of the houses near there were totally destroyed.

The Wayne Feed Mills of Ft. Wayne, Ind., owned by the MacMillens of that city have purchased the plant of the old Golden Grain Milling Company at East St. Louis, Ill., and will operate it as a feed mill, as soon as it is cleaned up. George H. Sackman who was manager of the old Golden Grain Milling Company at one time will again assume charge of this plant. The plant will be run under the name of the Wayne Feed Mill, owned and operated by the MacMillen Company of Ft. Wayne, Ind. These people are well acquainted here on this market and have been known to the membership for many years. The trade are indeed glad to see a new industry on the market and feel confident that they will be able to increase their business materially through this gateway.

The Martin Knowlton Grain Company is in process of liquidation. George C. Martin was president. P. C. Knowlton, vice-president and F. Hoos of Kansas City, secretary and treasurer. P. C. Knowlton on September 20 announced that he would enter the general grain business under the name of the Knowlton Grain Company. George C. Martin also announces that he will operate under the name of The George C. Martin Company. Both of the offices are in the Merchants Exchange.

The membership was very much pained to learn that the 17-year old daughter of Oscar Lamy departed this life suddenly. Mr. Lamy has recently suffered the loss of his wife. The members sympathize with him in his double loss.

Edward Hymers, of Chicago, is an applicant for membership of the St. Louis Merchants Exchange on transfer from J. E. Cairns.

Albert H. Mangelsdorf is an applicant for membership on transfer of a membership of C. E. Prunty. Mr. Mangelsdorf is a brother of Edward Mangelsdorf operating as the Mangelsdorf Seed Company.

On September 10 a large radio set was installed in the Merchants Exchange hall to receive the baseball returns. The radio set was paid for by popular subscriptions and will go to some lucky member at the close of the baseball season.

Under date of September 13, A. D. Hayes of New London, Iowa, was a visitor on 'change. Mr. Hayes is one of the oldest Iowa shippers and everybody was pleased indeed to see him.

Effective October 1 the loading fee for grain out of elevator under the supervision of the St. Louis Merchants Exchange will be \$1 per ton. This is to equal the fee charged by the state in public elevators.

On September 23 the Logan Grain Company was suspended from membership of the Merchants Exchange due to the fact that their checks were returned by the banks. "no funds."

Sylvester P. Stead, who for many years has been with the Nanson Commission Company, is now associated with the Garmann Grain Company.

The trade were indeed sorry to hear on September 24 of the death of Fred C. Orthwein, president of the William D. Orthwein Grain Company. Mr. Orthwein was one of our most prominent members and well liked by the membership. His loss is one that cannot be replaced as he was a leader among his asso-

ciates. He was also very prominent in the financial field.

Under date of September 13, A. E. Bazan, Wichita, Kan., formerly commercial counsel and commercial traffic manager of the Wichita Chamber of Commerce, was appointed assistant traffic manager of the St. Louis Merchants Exchange. Mr. Bazan comes to us highly recommended by his former associates and we feel confident that he will prove satisfactory to the trade here.

Under date of September 20, A. E. Bazan, assistant traffic commissioner, attended the Southern Classification hearing at Cincinnati. Attempt being made by the railroads to raise their rates from class D to 6th class which would have the effect of raising the rate 70 to 80 per cent. This hearing was largely attended by interested hay men from various markets and we are sure on the evidence furnished that this advance will not be allowed by the Interstate Commerce Commission.

October 14 E. P. Costello, traffic commissioner of the St. Louis Merchants Exchange, is attending the third General Grain Rate Investigation at Minneapolis. This is a very important hearing and will affect all grain rates in the Middle West and West.

CINCINNATI  
WALLACE FORSTE CORRESPONDENT

**M**ILLING demand for wheat here in September was exceptionally good. In the first week, notable improvement was evidenced in this over the previous month due to improvement in the flour trade and the existence of high mill feed prices. There was practically nothing doing in exports as bids were entirely out of line with exports here. Receipts here were extremely light, which was fairly sustaining to prices.

During the second week's trading, the scarcity of good milling wheat became even more apparent and with trade making every effort to fill urgent orders from mills, the market acted independent of option influences and closed a few cents higher. Although demand with increased prices brought receipts to 65 cars, this volume was not sufficient to fill orders. Export remains the same as in the first week.

In the third week's market, conditions became easier under the option influence and prices dropped a few cents. The milling demand was notably still on the increase with trade finding it even more difficult to fill orders. Country mills and elevators paid more for wheat at stations than was quoted here, thus making receipts extremely light for the week as an entirety. The market was in a position to easily use between 30 and 40 cars a day, but this number was not forthcoming.

The bulls were victorious in the final week's wheat trading with prices reaching several cents higher than the previous week's closing. However, trade was dull due to small receipts and the difficulty of securing good milling wheat. Increased inquiries showed that southern and nearby mills were in the market for a steady run for mill operations, but were far from disposed to accumulate large stocks with prevailing unsettled conditions of the market. Cincinnati mills also reported flour buyers as showing a more conservative attitude, with the impression growing that they were satisfied that flour quotations would hold. Very little of the wheat received here was of milling quality, in fact, much was poor and of chicken feed grade.

The oats market showed growing strength in the month's trading. In the first week, demand exceeded offerings by far and prices were only moderately lower. The market continued firm and slightly higher in the second week's trading as it did in the third. The market closed for the month with prices considerably higher and demand good for high grades. Receipts were disappointingly small.

The corn market was featured throughout the first three weeks of the month by slowly decreasing prices,

but in the final week changed weather conditions caused the prices to nearly reach former levels. Option influences were blamed for the steady dropping of prices in the earlier trading. Yellow grades continued to draw premiums over White and Mixed, while demand was good, with industries and millers doing the buying while feeders rested on their supplies. In the last period of the month, elevator interests took most of the offerings while there was little demand for shipping and industrial purchasing fell off greatly.

DULUTH  
S. J. SCHULTE CORRESPONDENT

**O**PERATORS on this market experienced a rush during September and into October that necessitated substantial increases in clerical forces and of representatives on the trading floor by the various houses. October receipts are not expected to be up to that of three years ago as indicated by a falling off in advices from the country by commission men. The run of Durum to this market so far this crop year has been especially impressive, receipts of it from August 1 to October 9 having aggregated 21,000,000 bushels, as against 8,500,000 bushels up to the same period last year. Spring wheat has also been coming to hand in liberal volume, its total mounting up to 20,500,000 bushels as against 6,601,000 bushels last year. Rye has been coming forward freely under the impetus of liberal prices and heavy holdings of it by growers in this territory. Rye receipts here for the crop year to September 10 were 12,500,000 bushels against 3,441,000 bushels last year. The Cargill Elevator Company and the Barnes-Ames Company, specializing in that grain for export have been finding themselves crowded at times in taking care of the orders received from the East. They complain, however, that buying by exporters has been somewhat irregular as they have evidently held back at times in the hope of influencing the market. That has resulted in preventing sharp bulges in quotations at any stage. Operators in rye are, however, generally sanguine that demand from foreigners will be in sufficient volume later to hold up and perhaps advance quotations well above their present level. Spot rye has been bought lately on a basis of ½ cent under December with to arrive at 2 cents under that spread indicating anxiety on the part of shippers to pick up the grain in sufficient volume to cover October delivery contracts. Rye stocks in Duluth elevators as on October 9 were 1,300,000 bushels but a considerable volume of it was reported on rail and scheduled to arrive before the end of the month.

Changes on the Duluth Board of Trade during the last month included the admission to membership of W. C. Field of the W. C. Field Company, New York.

W. D. Jones, manager of the Hallet & Carey Company's Duluth office, is credited with having worked the sale of a substantial quantity of Durum to a New York operator for export lately, the latter's takings during a week aggregating 1,700,000 bushels.

The absence of sufficient sustained export inquiry for Spring wheat and other grains has been a fly in the trade ointment here this fall. The result has been a rapid accumulation of stocks since the fall movement from the country set in, accentuating fears of acute space congestion within a short time. Stocks of all grains in Duluth and Superior elevators as on October 9 were approximately 21,500,000 bushels so that with an available storage space of around 35,000,000 bushels allowing for separations of grains, operators are being forced to do some tall figuring to avoid over contracting for receipts on their available storage space. Two of the elevators were forced to drop out of the buying on the sample tables one day recently to enable sufficient storage space to become available through the loading out of a couple of steamers. This was the earliest period in several years that congestion has appeared. Operators have been stressing the point that the bulk of the shipments so far have been to cover early bookings. There are signs of millers' holes, as far as Spring wheat and Durum are concerned, becoming plugged up, so

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operators are endeavoring to go easy on new buying to enable them to arrange for the movement of a portion of their elevator holdings east. The point that every effort will be made to provide space for the handling of receipts of grain from the country from the close of navigation until next spring is being stressed. To that end early inquiries have been put out in volume for steamer storage space here or at Lake Erie ports during the winter. In the meantime the vessel interests are complaining of difficulty in obtaining prompt loading charters, attention being drawn to the point that steamers are being forced to wait for orders to take on grain on their arrival with coal loads. The boat rate from Duluth to Buffalo stood on December 10 as 2½ cents a bushel and two cents was offered by vessel agents for grain for Georgian Bay ports unloading.

\* \* \*

John D. Shanahan, representing the Niagara Falls Milling Company, Buffalo, was a recent visitor on this market on his regular fall Spring wheat purchasing trip. He was reported to have contracted for a substantial quantity of grain for prompt delivery.

\* \* \*

R. M. White, of the White Grain Company, reported a broadening inquiry over this territory for feeds with the scarcity of oats inducing buyers to come into the market early to make sure of covering their needs. He noted furthermore that the hay market had been a slow affair for some time back owing to the falling off in the horse population over the country.

\* \* \*

Buyers for the American Linseed Company, Spencer, Kellogg & Sons, and the Van Dusen-Harrington Company, representing another eastern crushing house, are making preparations to take care of heavy marketings of flaxseed this season. Their advices have led them to look for a flaxseed production well in excess of 25,000,000 bushels. The movement was late in starting, but receipts here have been running up to 100 cars daily recently. Crushers have been absorbing the current receipts readily to complete their linseed oil contracts and a greater disposition to take on the more distant futures has been noted as authorities regarded the current level of quotations as low in view of the records of other seasons. Boat space has been booked to move considerable seed from here down to Lake Erie ports this fall. Some seed is also scheduled to be moved to Chicago on crushers accounts.

\* \* \*

Charles F. Haley, manager A. D. Thomson & Co., lessors of the Great Northern Elevator, reported substantial bookings of wheat and rye for movement to Georgian Bay ports on export account. Great Northern Elevator has received and shipped out considerable Canadian Durum this fall to Georgian Bay ports.

\* \* \*

James Graves, manager of the Capitol Elevator Company, expressed gratification over the volume of early bookings of Durum and Spring wheat for export. That trade has afforded some relief in the storage situation at the Capitol Elevators.

\* \* \*

Specialists in the barley trade on this market including the Cargill and Itasca Elevator companies, have been putting through an exceptionally strong trade in that line this season so far. Steady demand attributed largely to exporters account has been experienced. The trend of prices has been upward.

**MILWAUKEE**  
C. O. SKINROOD - CORRESPONDENT

THE large grain crop of the Northwest is having its decisive effect in increasing grain receipts at the Milwaukee market. The biggest gains in grain trade during the year are now being recorded at the local market. Grain men are elated with the great flood of grain now rolling into the market. They declare in some cases that this crop year may set a new high record in grain trading here, judging from the auspicious comparisons now being made in the receipts of most of the leading grains. Large receipts are looked for during all of the fall months and to a lesser extent during the winter grain marketing period.

\* \* \*

Milwaukee is continuing to double its malt business with a vigorous demand from several countries. The outgoing volume of malt for the past month was 408,000 bushels as compared with only 257,000 bushels shipped for the corresponding month of last year.

\* \* \*

President W. A. Hottensen of the Milwaukee Chamber of Commerce headed the Milwaukee delegation which went out to Omaha to attend the Grain Dealers National convention during October. Among the local grain men to make the trip were the following: J. M. Riebs, P. P. Donahue, F. B. Bell, L. J. Keefe, Roy Campbell, Carl Houlton, J. W. Rice, W. B. Mad-

den; also A. A. Breed, the chief inspector of the Milwaukee market, and M. H. Ladd, the chief weigher of the local Chamber.

\* \* \*

Milwaukee's big harbor development has struck a definite snag with the railroads of the city unable to agree just how the rail connections shall be made with the new docks. The Harbor Commission of the city then took the problem to the city council and this body voted to have the city attorney take the dispute before the Railroad Commission of the state for arbitration and settlement. Alderman Cornelius Corcoran, president of the common council, made some heated remarks and finally was able to win the council over.

At the special request of the railway companies of Milwaukee, they were allowed to make their own plans for rail connections. This plan, it was required, must be satisfactory to the roads and to the city as well. The railroads were apparently unable to agree, and now the terminal railway plans will be settled by the Wisconsin Railroad Commission as arbitrator.

C. U. Smith, terminal director of the Harbor Commission, has been authorized to conclude contracts with car ferry and railway lines seeking Jones Island facilities. These will be presented to the Railroad Commission in making their adjudication of the problem.

\* \* \*

H. M. Stratton, grain leader at Milwaukee, is insured for a large amount, recent figures being published here showing his insurance to be \$700,000 and one of the largest policies held here. Kurt Froedtert, prominent malting manufacturer and grain dealer is reported as having his life insured for about \$600,000. Walter Stern, also well known to the grain trade at Milwaukee as a miller, has \$185,000 worth of life insurance, according to these figures from insurance journals.

\* \* \*

Wisconsin is expected to have one of its finest grain shows from October 26 to October 28 at Antigo, Wis. This is the twenty-third year that such an exhibit has been held.

The event is being sponsored by the Wisconsin Experiment Station and it is also being strongly promoted by the commercial and farm organizations of Langlade County and surrounding counties.

A grain pageant which is to be given at the show is expected to attract a great deal of attention, according to E. D. Holden of the Wisconsin College of Agriculture who has charge of the show.

The International Grain Show at Chicago is used as a sort of finale for the Wisconsin show. A large number of the state entries are later sent on to the Chicago show. Wisconsin grain always looms up strong at Chicago, Mr. Holden says, and the state show is an admirable place to select the best entries, those which will make a creditable showing at the nation-wide exposition at Chicago.

\* \* \*

The Wisconsin Grain Elevators Company, of Milwaukee, with A. R. Taylor as president and J. W. Rank as secretary, has been dissolved. The company had authorized stock of 1,000 shares of \$100 each, or \$100,000 in the aggregate. The company was incorporated in October 1926 to take over the Wisconsin end of the Armour grain business. However, with the sale of all of the Armour grain interests, it was likewise deemed wise to dissolve the Wisconsin corporation.

\* \* \*

Herbert J. Atwood, a grain dealer of Duluth, has been elected a member of the Milwaukee Chamber of Commerce.

\* \* \*

Milwaukee grain stocks are still running rather light with only a total of approximately 3,600,000 bushels at the opening of the month of October. The wheat supply is only moderate with some 550,000 bushels reported in stock. The corn supply is up to 946,000 bushels, while the oats stocks lead all grains with 1,861,000 bushels. Barley and rye holdings are largely negligible, with only about 200,000 bushels of barley and 28,000 bushels of rye.

A large number of ships are taking out grain every month so that the prompt shipping east is keeping down grain stores despite the huge receipts of grain for the past month and the heavy flow of grain also reported during the month of October.

\* \* \*

Milwaukee grain interests always watch the lake levels with the keenest interest as these are needed greatly to facilitate the movement of ships in and out of the Milwaukee Harbor. The latest reports show that Lake Michigan is about three-tenths of a foot lower than in August. Despite this slight decline, the lake levels are still about two-thirds of a foot over the same date one year ago.

\* \* \*

Grain traders are watching prices just now with great interest hoping that they will continue high enough to bring out a continued heavy flow of grain. The record at Milwaukee shows however that there is not so much to crow about in high grain prices now. Barley is only about five cents above last year with the No. 2 selling as high as 85 cents against 80 cents a year ago.

Oats is doing a little better with Milwaukee prices

about 8 cents above last year, No. 3 selling as high as 52 cents a bushel against 44 cents for the same grade one year ago.

The No. 2 rye is selling here at exactly the same price as last year, quotations ranging from 98 to 99 cents per bushel.

Even the big premiums on corn have been largely cut down, present prices being only 15 cents over a year ago around 95 cents for No. 3 against about 80 cents for the same date last year.

Wheat is the only grain, however, to show an actual decline with the No. 1 Dark Northern selling up to \$1.40 a bushel against a top of \$1.14 for the same grade last year.

**TOLEDO**  
S. M. BENDER CORRESPONDENT

THE Toledo market is now opening at 10:30 a. m. and closing at 2:15 p. m. with the exception of Saturday when closing time is 1 o'clock. This change was necessitated by the Chicago market returning to standard time after having daylight saving all summer.

\* \* \*

The regular monthly meeting of the Northwest Ohio Farmers Grain Dealers Association was held at Malinta, Ohio, Monday evening, October 3. Managers and directors were the guests of the Grelton and Malinta Elevators. Several Toledo dealers were also there.

\* \* \*

The Farmers Elevator at Wharton, Ohio, was destroyed by fire during the past month and for some time the entire town was threatened. Three thousand bushels of wheat burned and 200 tons of coal and several buildings in the vicinity were damaged. The loss was estimated at \$10,000.

\* \* \*

Henry Hirsch, Toledo seedsman, is visiting friends and relatives abroad and cards received by his fellow members of the Toledo Produce Exchange from Baden-Baden in Germany indicate that it is a great health resort and its waters are very beneficial. The scenery is also a tonic Mr. Hirsch wrote.

\* \* \*

Harry Hirsch, of the firm of Henry Hirsch & Sons, seedsmen of this city, was married to a Toledo Girl on October 1. We regret we do not know her name but thinking that Harry was a confirmed bachelor no one here had any idea of such a happy event occurring. Members of the Exchange were very jovial in their remarks some of which were rather personal as usual. The bride and groom will delay their honeymoon until the return of the senior member of the firm from Europe.

\* \* \*

Grain inspections in this market for the month of September were 368 cars of wheat, 149 cars of corn, 261 cars of oats, 11 cars of rye and 6 cars of barley. Total number of cars inspected, 795.

\* \* \*

Flour production of Toledo mills as reported for the past month was 187,100 barrels against 198,800 barrels for August and 175,000 barrels for September 1926. Toledo's flour stock on October 1 was 20,300 barrels against 21,500 barrels on September 1 and 11,515 barrels on October 1, 1926.

\* \* \*

The Northwestern Elevator & Mill Company, with plants here and at Mt. Vernon, Ohio, recently installed some new machinery in their milling plant here.

\* \* \*

Kenton D. Keilholtz, of Southworth & Co., attended the Dempsey-Tunney fight held in Chicago last month. He spent several days with friends on the Chicago Board of Trade.

\* \* \*

Henry L. Goemann, old time grain man of Mansfield, Ohio, and now chairman of the Transportation Committee of the Grain Dealers National Association, visited old friends on the floor during the latter part of September.

\* \* \*

Several local dealers journeyed to Swanton, Ohio, October 6, to attend the annual corn festival. They were the guests of Ed Fauble, manager of the Swanton Elevator & Milling Company. An old time carnival with all the trimmings was displayed and eats and fun galore were enjoyed by all.

\* \* \*

Grain in store at Toledo for the week ending October 1 was 3,163,000 bushels of wheat, 75,000 bushels of corn, 158,000 bushels of oats, 1,000 bushels of rye and 6,000 bushels of barley.

\* \* \*

Ohio farmers are being advised by state crop specialists to secure their seed corn for next year at once. Even though ears are not matured at this time if stored properly they will make good seed corn. The main thing is to select the corn early and store

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it immediately so that there is a free circulation of air all around the ears.

\* \* \*

R. J. Tweeden, of the Cargill Grain Company, Buffalo, was a recent visitor on the local exchange floor while inspecting the local office.

\* \* \*

Several members of the Toledo Produce Exchange were guests of Charles Burge of the S. W. Flower & Co., over the week-end of October 8 at the Castalia Trout Club, Castalia, Ohio. Close inspection failed to reveal any indications of fishing tackle when the party left here.

\* \* \*

The Christian Breisch Milling Company, located at Oakley, Mich., will soon have a new elevator, the plans having been made recently and operations will start this fall most likely.

\* \* \*

Frank E. Barker, formerly vice-president and manager of the Carr Milling Company, Hamilton, Ohio, has been made general manager of the Mayflower Mills, Fort Wayne, Ind.

\* \* \*

A. K. Tucker, formerly proprietor of the Poff Milling Company, Concord, Mich., has bought the elevator and mill located at Augusta, Mich., and this plant will be known as the Augusta Milling Company.

\* \* \*

Ray Fangboner, for many years engaged in the grain business at Fremont, Ohio, died during the past month at the age of 48 years. He had not been actively engaged in business for several years but had been in fair health.

\* \* \*

Extensive repairs were made in the Farmers Elevator at Gnoa, Ohio, during the past month.

\* \* \*

Soft Red wheat has given a very good account of itself during the past month. The local and outside milling demand has been excellent. Bids for October 8, were at one cent premium over the Chicago December. Receipts have been very light and far from enough to take care of the active demand. Stocks here are liberal but are being firmly held account of a possible shortage later. The crop was short this year and could be very favorably hedged so that it has offered some incentive to dealers and millers. Export demand has been nil account of prices being out of line to work via the seaboard.

\* \* \*

Corn and oats have both met with excellent buying and receipts have not been near enough to take care of local industries. Receipts of both have been light and country offering very small. Oats are not grading as well as they did during the early movement, only seven cars grading No. 2 Whites out of 42 received last week. Heavy weights still command a premium and are scarce around this territory.

\* \* \*

Mill feeds have slumped some during the month due to increased production of mills and a rather slow demand. Millers report that stocks are not heavy in second hands but most buyers are waiting for a good break before booking too much. It is pointed out that a heavier feeding period is just ahead and this may stem the tide of declining prices. Cooler weather will stimulate buying from the trade. Mixers have not been active of late.

\* \* \*

Hay prices are about unchanged for the month and demand has been rather dull in this territory. The usual race-track trade was not as large as expected this season. Stocks are liberal in the country but local dealers are not carrying a very burdensome supply. The plentiful crop in this territory as elsewhere has put a damper on any attempt to advance prices. The Clover crop is expected to be large also.

vator at Drake, N. D., at a price satisfactory to the commissioner of agriculture and labor, has been made, and announcement was made on October 1 that three bids had been received.

\* \* \*

A grain show is being planned for the latter part of this year in Faribault, Minn. This would be the second community grain show to be held in that town, the one last December being regarded as a success. It is anticipated that exhibits will be received from neighboring counties.

\* \* \*

At a meeting in Minneapolis on September 27, the arrangements committee of the International Wheat Pool decided to hold the next regular meeting on June 6 to 8, 1928, in Regina, Sask. The organization has for its announced purpose the co-operative marketing of wheat throughout the world.

**INDIANAPOLIS**  
H. M. RUDEAUX CORRESPONDENT

NATURE, in eliminating from her program near freezing weather that was forecast for Indiana during the month, has conferred a benefit. She has been kind, also, in sending rain. The latter was needed as an aid in preparing soil for the fall planting of crops and to stimulate the growing of whatever seeding already had been done. The laying of dust on crushed stone and gravel highways is a relief, too, for which all travelers will give thanks. But the principal advantage is to be found in the delay of low temperatures for this time of the year. The sidetracking of killing frosts affords an added opportunity for the corn crop to mature successfully. In the northern third of the state, reports indicate more than one half of the corn is far enough advanced to be safe. In the southern counties nearly one third is matured sufficiently to be immune from frost damage, it is believed. The remainder will require only a short time to produce a good quality of grain, with the exception of the corn in some southwestern counties where more time will be required, owing to the late planting. So what is needed now is further co-operation from nature. Her aid this fall, while it can not be expected to overcome all the damage suffered in the spring and summer from freakish weather, will lessen its effect materially and result in a larger and better corn crop.

\* \* \*

Wheat arrivals at the Indianapolis market have fallen off considerably, in fact they have become very scarce, with a good demand for No. 2 Red Winter wheat. Poorer grades are only meeting with sales at a heavy discount. Since the recent rains seeding has become general and practically over, with the acreage about normal.

\* \* \*

Dealers are more optimistic over the corn crop since the rains, and continued favorable weather with no indications at present for damaging frosts. There is quite an improvement over six weeks ago, when indications for even a fair to half a crop was anticipated.

\* \* \*

Oats are coming in very sparingly and there is some belief that farmers are grinding their oats crop for feeding. However the demand is good for oats that grade two and three. Edw. Sheppard, manager of the Cleveland Grain & Milling Company, who has been over the state in the past month, reports some of the corn down in some places, which has been caused by the recent heavy rains in parts of the state. However there has been no serious reports up to date.

\* \* \*

Chas. B. Riley, secretary of the Indiana Grain Dealers Association, reports a committee has been appointed to confer with Prof. George Christie of Purdue University on the improvement of Indiana Soft Winter wheat. The men appointed are Edgar Evans, chairman and president of the Acme Evans Milling Company; J. L. Davis, Seymour, Ind., Blish Milling Company; Carl Sims, Frankfort, Ind., Sims Milling Company; and William Sparks of Terre Haute, Ind. The committee will confer with Prof. Christie on his return from Europe where he is investigating methods of the eradication of the corn borer.

\* \* \*

Charles B. Riley will hold a series of meetings in southern and southwestern Indiana counties now infested with garlic and wild onions, and discuss ways and means of eradicating the menace.

\* \* \*

In a decision on the complaint which the Indianapolis Board of Trade and others brought against the Baltimore & Ohio and other railroads, the Interstate Commerce Commission on September 27, decided that refusal of defendants to maintain through routes for transportation of grain and grain products to and by way of Indianapolis from points on the Wabash Railway in Illinois and Indiana to western termini of eastern trunk lines and points east thereof

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was not unreasonable or unduly prejudicial. The commission further ruled that rates on grain and grain products from points on the Wabash in Indiana and Illinois to Indianapolis and through Indianapolis to Louisville, Ky., and to points in eastern trunk and New England territories were not unreasonable or otherwise unlawful. The complaint of the Board of Trade was dismissed. The Board of Trade on behalf of its members alleged that the rates assailed were unreasonable, discriminatory and unduly prejudicial to them and unduly preferential to competing shippers and markets. The establishment of through routes to and by way of Indianapolis and reasonable non-discriminatory and nonprejudicial joint rates without transit at points beyond rails to the Wabash were sought.

\* \* \*

On October 3, the twenty-second annual corn school week in Lagrange County opened at Lagrange, Ind. Many notable speakers addressed the meeting. Leon Rose of New York, former Lagrange banker, offered a prize of \$235 in prizes for the best Yellow corn grown in the county the coming year.

\* \* \*

Bert A. Boyd of the Bert A. Boyd Commission Company has been confined to his home owing to a slight illness. It was learned at the offices of the company in the Board of Trade Building that Mr. Boyd's condition was nothing of a serious nature.

\* \* \*

Bert Sloan of the Kendrick & Sloan Company, who suffered some minor injuries in leaving a street car recently has returned to his desk.

\* \* \*

The movement of hay has shown some improvement during the last few weeks, wth some inquiry from southern markets. The grade of hay is not as good as last year with the appearance of brown blades.

\* \* \*

Charles A. Shotwell who has been engaged in the grain business for the past 45 years in this city, and one of the few living charter members of the Indianapolis Board of Trade, has retired from active business, and gone to Los Angeles to live with his son. Mr. Shotwell recently met with an accident while crossing Washington Street and never recovered due to his advanced age. He came to Indianapolis 45 years ago from New York and entered the grain business. He will celebrate his eighty-second birthday in November.

**BUFFALO**  
ELMER M. HILL CORRESPONDENT

TOTAL elevators at Buffalo will handle approximately 45,000,000 more bushels of grain this season than they did in 1926, judging by the increases reported up to the first of October. Official figures of grain receipts at the port of Buffalo up to and including September 30 show 130,069,000 bushels have been handled by terminal elevators along the lake front as compared with 97,984,000 for the corresponding period of last year. This represents a gain of 32,000,000 bushels.

Of course, a large part of this big increase was registered during the early weeks of the season. Navigation opened considerably earlier than a year ago because ice conditions on the Great Lakes in 1926 retarded the sending out of grain carriers from Lakes Michigan and Superior ports and lower Lake Erie was not free from ice until early in June. Despite the increases reported this season over a year ago, the grain movement is still behind the normal schedule and receipts during the first part of October were somewhat light.

It is expected the Canadian grain crop which usually gets under way from Lake Superior ports about October 1, will not be much of a figure in Great Lakes traffic until the middle of the month. Late in September the arrivals of grain cargoes at Buffalo was on a basis of about 10,000,000 bushels weekly but during the first week of October, receipts dropped to approximately 7,000,000 bushels and it is figured local elevators will not be rushed until after the middle of the month.

\* \* \*

Freight rates on grain cargoes on the Great Lakes has continued very low throughout the season and this has prompted many boat owners to withdraw their tonnage from the market rather than operate at a loss. The prevailing rate from both the American and Canadian heads of Lake Superior to Buffalo has been from 1 1/4 to 1 1/2 cents per bushel against an average of 3 1/2 cents last season. Boats for November loading are being chartered for 2 1/2 cents while 6 1/2 cents is being offered for winter storage at Buffalo. Some owners, however, have held out for 7 cents.

\* \* \*

Grain is moving freely from Buffalo to Montreal by way of the Welland Canal between Lakes Erie and Ontario and there has been considerable activity in the all-rail movement from Buffalo to the Atlantic Seaboard since the first of October. The New York

**MINNEAPOLIS**  
ALBERT W. MORSE CORRESPONDENT

**A**NNOUNCEMENT was made in Minneapolis on October 6 that the Association of Operative Millers will have their 1928 convention in this town next June, in joint session with the American Association of Cereal Chemists. Acceptance of the invitation of Minneapolis was voted at Dallas this year. More than 1,000 delegates are expected to be here for the sessions.

\* \* \*

David D. Tenney, The Tenney Company, and Mrs. Tenney have moved to their town house for the winter, from their country home at Crystal Bay, Lake Minnetonka.

\* \* \*

P. R. Holmes, with Stuhr-Seidl Company, was killed in a fall at the Chamber of Commerce Building on September 19. He was found on the grillwork of a center court and never regained consciousness.

\* \* \*

A third attempt to sell the state-owned mill and ele-

# THE AMERICAN ELEVATOR AND GRAIN TRADE

state barge canal has been tied up for some days due to a sunken barge obstructing navigation near Rochester. Grain traffic over the state waterway to New York has suffered a severe slump this season due to the prolonged period of idleness brought about by the break in the canal banks in the summer. Grain is moving out of Buffalo to Montreal at the rate of a little more than 1,500,000 bushels weekly and the rail lines have been handling about 5,000,000 bushels a week.

\* \* \*

The number of boats which will hold winter storage cargoes at Buffalo this season will be a little larger than usual, according to reports in the grain trade. The American crop which has started to move down the lakes to Buffalo is reported to be unusually large and the Canadian crop which is a little late this season, also is claimed to be very heavy. Buffalo, with its two new municipal piers just completed by the Monarch Engineering Corporation, will be in a much better position to handle boats with winter storage cargoes than it ever has been before. These piers will accommodate from 16 to 18 of the largest lake grain carriers and when the new municipal pier plan is completed, there will be accommodations for mooring nearly 100 additional ships.

\* \* \*

There are about 120 boats in the grain carrying service between Buffalo, Port Colborne and Montreal. Of this fleet more than 20 are operated by the Eastern Steamship Company, Ltd., of which Nisbet Grammer, head of the Eastern Grain, Mill & Elevator Corporation, of Buffalo, is president.

Grain shipments through the Welland Ship Canal during the month of September reached almost 28,000,000 bushels, bringing the total for the season up to 123,150,419 bushels which is only 11,000,000 bushels short of the record made in 1925. With two months of navigation available, it is believed the grain traffic through the canal will reach a new high total in 1927. Of the September shipments, Buffalo elevators sent forward just a trifle under 8,000,000 bushels. Wheat came first in the total shipments reaching 17,740,383 bushels; oats, 700,554 bushels; barley, 3,032,673 bushels; rye, 5,908,677 bushels; corn, 287,200 bushels; and flax, 158,701 bushels.

\* \* \*

Although representing no addition to the outstanding securities of the company, a large block of the capital stock of Spencer Kellogg & Sons, Inc., elevator owners and operators of Buffalo was offered for public subscription last month through a local syndicate at \$132.50 per share. The company operates plants at Buffalo, Edgewater, N. J., Minneapolis, Superior, Wis., Manilla, P. I., and Buenos Aires, Argentina. Its three grain elevators have a combined capacity of 2,800,000 bushels and in addition to supplying the company's own requirements for storage space, they also operate as public elevators. Net earnings of Spencer Kellogg & Sons, Inc., after Federal taxes and all charges for the 10-year period ending October 1, 1927, have averaged \$1,320,799 or \$13.28 per share per annum. For the three years ending October 1, 1927, such earnings have averaged \$1,789,238 or \$17.49 per share annually. The company's balance sheet shows current assets of \$12,494,420 as compared with current liabilities of \$2,795,028. Net tangible assets applicable to the capital stock outstanding amounts to \$145 per share.

\* \* \*

Announcement from Winnipeg that the Canadian Railway Commission has ordered a reduction of the grain rate from the head of the lakes to Montreal and the Canadian seaboard, has caused considerable speculation among grain and elevator interests in Buffalo. The Canadian rail rate on grain has been reduced by the commission's ruling from 34.5 cents per hundredweight to 18.5 cents. This practically meets the 11-cent rate via Buffalo to Atlantic ports of the United States when grain is shipped via the Great Lakes route to Buffalo elevators. The amount of grain affected by this decision represents about one-half of all the grain exported from Canada. The purpose of the cut, local elevator interests say, is plainly to keep the grain in Canadian hands and away from United States operators. It is claimed that if the Canadian plan is successful more than 25,000,000 bushels of Canadian grain will be lost to Buffalo terminal elevators.

\* \* \*

John J. Rammacher, president of the Buffalo Corn Exchange, and an executive of the Eastern Grain, Mill & Elevator Corporation, who is playing a prominent part on behalf of the grain and elevator interests of Buffalo in plans for municipal developments of the local harbor, says that with greater facilities the tonnage of the port can be increased 50 per cent. He told the port development commission that plans must now be made to meet the demands of Great Lakes transportation 25 to 50 years from now.

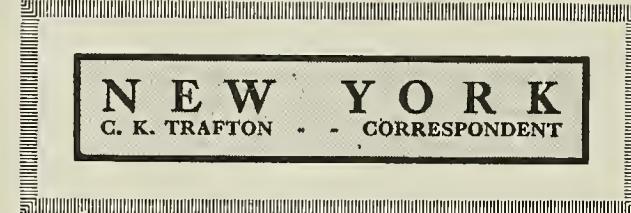
\* \* \*

Emil Wohler of the Harvey Seed Company, of Buffalo, has been appointed chairman of the Fire Prevention and Insurance Committee of the Buffalo Association of Credit Men for 1927-8. Another representative of the grain and elevating interests of Buffalo has been honored by the organization through appointment as a committee chairman. He is Frank A. Worth of Spencer Kellogg & Sons, Inc., named chairman of the Adjustment Bureau Committee. William J. Morrissey

of the Shredded Wheat Company, of Niagara Falls, is a member of the Banking and Currency Committee; L. R. Gardner of the Westinghouse Electric & Manufacturing Company, Membership Committee; W. H. Thune of the Pillsbury Flour Mills, Inc., Mercantile Agency Committee; and H. B. Kelsey of the Washburn Crosby Company, Publicity Committee.

\* \* \*

Fred L. Roberts has been appointed superintendent of the new grain elevator of the International Milling Company, in Childs Street. The new structure with a storage capacity of 1,600,000 bushels, is claimed to be one of the finest in the world. It is equipped with two marine towers capable of unloading 50,000 bushels an hour. It can load into canal boats at the rate of 30,000 bushels an hour or into freight cars through four spouts at the rate of 75,000 bushels an hour. The grain carrier Geer was the first boat to have her cargo handled by this newest addition to the grain storage facilities of the port.



**A**N interesting and encouraging development on the New York Produce Exchange during the past month was the increasing volume of business in the cotton seed oil ring where the daily sales on several occasions made the largest totals witnessed since before the war.

\* \* \*

According to an announcement posted on the bulletin boards of the New York Produce Exchange, the old and well-known flour firm of Dawson & Seaver, consisting of E. E. Dawson, Fred O. Seaver and John E. Seaver, has been dissolved by mutual consent. The Seaver brothers will continue in business under the firm name of Seaver & Seaver.

\* \* \*

According to statistics furnished by the Grain Futures Administration of the Department of Agriculture, the transactions in wheat contracts on the New York Produce Exchange during the month ended September 27, amounted to 4,390,000 bushels.

\* \* \*

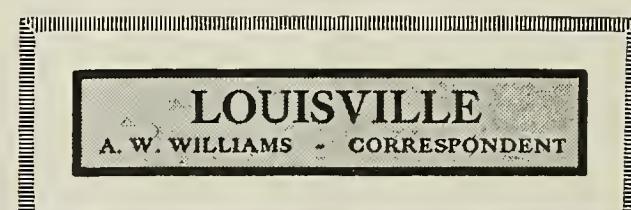
Early in October the bulletin boards of the New York Produce Exchange bore the announcement of the death of Ormsby MacKnight Mitchel. Mr. Mitchel, who was in his sixty-third year, passed away at his home, The Anchorage, Mamaroneck, N. Y. For many years he had been very well and favorably known in the grain trade, not only in this country but in foreign markets as well, being a partner of Yale Kneeland in the old grain brokerage concern of Power, Son & Co. At the outbreak of the World War the French High Commission appointed him purchasing agent and with the entrance of America into the war he was made purchasing agent for the Allies.

\* \* \*

Recent visitors on the New York Produce Exchange were: Richard F. Uhlmann, Chicago; Charles Baker, Chicago; James E. Cleary, Chicago; James Norris, Jr., Chicago.

\* \* \*

New members recently elected to the Produce Exchange are: W. Channing Burbank, Earl E. Beyer, James B. Harris and Philip Brendel.



**S**EPTEMBER and early October represented fairly good business for the retailers and jobbers in Louisville. In early September the state fair helped a little, while the fall racing season in the late part of the month, and extending to October 8, kept some of the retailers busy. Jobbers in some instances report very fair business. Elevator operators have found business quiet, there not being much selling or shifting about. The big grain houses or traders report general movement as light, there not being much activity in either buying or selling just now, and not much movement from farm.

\* \* \*

F. C. Dickson, Kentucky Public Elevator Company, remarked that while the company was well filled up, having a lot of wheat on long time storage, and some rye, oats and corn, daily handlings were so light that it didn't seem as though the company was doing anything.

\* \* \*

The new private wheat storage elevator of the Ballard & Ballard Company, used in connection with its flour mills, started regular operations on September 24. It is expected that a drier will be added later, and

dust collecting systems are yet to be installed. The plant has a capacity of 1,000,000 bushels, and is electrically operated throughout.

\* \* \*

G. F. Korfhage & Sons, 1480 South Preston Street, after being burned out three times, are rebuilding, but using brick and fireproof construction this time, the previous buildings having been of frame.

\* \* \*

Account of bad weather in the spring and light planting, and land available for fall planting, it is reported that more than normal acreage will go into wheat, rye and barley in Kentucky this fall, planting having been fairly active, since rains made it possible to break ground.

\* \* \*

Ed Scheer, of the Bingham Hewett Grain Company, remarked that business was quite slow, there being very little demand, and both receipts and shipments are light. Declining markets have resulted in generally poor demand, and farmers who refused a dollar a bushel for corn, are sick at the idea of an 85 cent market.

\* \* \*

With soft wheat bringing a premium, it is reported that surplus wheat is now moving from Cincinnati and Indianapolis to the St. Louis market, which has been quoted up to \$1.54, whereas local buyers are offering around \$1.43, as against \$1.45 asked.

\* \* \*

Heavy rains over late September and early October, while favorable to fall planting or wheat, rye, barley, etc., are not doing corn much good, and unless there is a period of windy weather, or cold, it is claimed that first new corn on the market will register 25 per cent of moisture, indications pointing to a sappy, mean crop, as it was late planted, and some of it has been cut before being fully matured. Corn improved a good deal as a result of very hot and dry weather over most of September, which proved a hotter month than either July or August.

\* \* \*

The Louisville grain market is quoted as follows: Corn, No. 2 White, \$1.02; No. 3 White, \$1; No. 2 Yellow, \$1.03; No. 3 Yellow, \$1.01; No. 2 Mixed, \$1.01; No. 3 Mixed, 99 cents. No. 2 White oats, 55 cents; No. 3, 53½ cents; No. 2 rye, \$1.12; wheat, No. 2 Soft Red Winter, \$1.45.

\* \* \*

Hay has been in only fair demand, as hay is plentiful, and offerings have been free. Everyone has hay this year, and consumers are being offered hay direct from farm, where they buy in any quantity. Local quotations, baled, carlots, show No. 1 Timothy, \$16; No. 1 Clover, \$15; No. 1 Mixed, \$16; Alfalfa, domestic, \$19; wheat and oat straw, \$9; rye straw, \$11.

\* \* \*

In feeds demand has been fair for poultry and stockfeeds. Millfeeds have also been in fair demand. With a much smaller cotton crop this year than last there will not be as much cottonseed meal or hull available this year as last, which should aid manufactured and mill feeds a trifle. Bran is offered, sacked, at \$32 a ton; middlings, \$34; mixed feed, \$33; corn feed meal, \$40; and cracked corn, \$42.

\* \* \*

At the office of Henry Fruechtenicht, jobber and retailer of hay, grain, feed, etc., and operator of local elevators, it was reported that business had improved, and was very fair over September.

\* \* \*

F. C. Dickson, manager of the Kentucky Public Elevator Company, Louisville, in a recent discussion of trackage facilities of elevators and mills, and how in congested districts, and big cities mills and elevators frequently have only short switches and difficulty in turning and handling cars, disclosed handling facilities at the Kentucky Public Elevator Company, which would seem almost impossible for a city elevator. This company has 11 acres in its property on Fourteenth Street, representing a strip of ground paralleling the Illinois Central Railroad tracks. Most of this land was secured in 1881, and about four acres added in 1903 or 1904. The company has over two miles of trackage, with four switches, each 1,600 feet long, representing two unloading tracks, and two receiving tracks, all of which come off the railroad at one end, and rejoin it at the other, while in addition to these four switches it has a lot of storage track. On each of these tracks 20 to 25 cars can be set ahead of the mill, and pulled on through as loaded or unloaded, which makes it a mighty sweet handling yard, for fast handling of cars. When this property was bought it was well out in the suburbs, where there were no streets or alleys to speak of. It has been growing steadily in value, but has been held to allow for expansion, as it is gaining in value steadily as plant sites or locations become more and more valuable. This plant when built was out at the end of the Illinois Central yards, and in truly suburban territory. The city has built up for a considerable distance past it today.

\* \* \*

It is claimed that a good deal of seed rye has moved out into rural districts over the past few years, which, however, is never planted. From the movement of seed rye it would be indicated that rye acreage was on the increase, but it is not. It is claimed that moonshiners pay a premium over milling rye and buy seed

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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rye, which they can haul from the small towns, without noisy inhabitants asking too many questions. Everybody's business is literally everybody's business in many small towns. Jim can come in and take on a load of seed grain, and if questioned, is figuring on planting it on a 40-acre bottom tract. That is routine business. However, if Jim comes in and buys milling wheat, he may claim that he is going to seed it, but no one is going to believe him, and its starts talk. In the country a man can't haul home several sacks of sugar, without being the subject of suspicion, just as the city moon maker, uses sugar, because that will not attract attention, and grain would.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE former United States Feed Mill Company's plant, Twenty-first Street and Manchester Avenue was purchased September 11 by the Davidson Mill & Elevator Company, 758 Board of Trade Building, from the Interior Land Company. The plant occupied two and a half acres, and the consideration is understood to have been about \$125,000, the appraised value of the property. For the last three and a half years the Davidson company has been operating the plant under a lease. The Davidson company manufactures Golden Rule hog and cattle fattener, a molasses product. The plant has a daily capacity of 150 tons of molasses feed. Three switch tracks enter the property and afford room for the spotting of 30 cars. J. N. Davidson is president of the Davidson Mill & Elevator company.

\* \* \*

A fire of undetermined origin burned a section of the Arcady Farms Milling company, located in North Kansas City, on September 10. The loss to this building was placed at \$3,000 with a similar loss to contents. The fire was only brought under control after an hour's work on the part of Kansas City firemen. The company manufactures a mixed stock feed. A quantity of raw material and valuable machinery was destroyed.

\* \* \*

Excessive rains throughout the entire state will prevent the estimated sowing of wheat for 1928 in Kansas, the state Board of Agriculture announced October 3. Very few counties are reported to have sown more than 25 to 30 per cent of the intended acreage planted. However, the state board is optimistic about the smaller acreage because the huge acreage predicted in August would have resulted in a large wheat surplus in 1928. The delay in sowing assures the planting of most of the Kansas crop after the period of danger of infestation by the Hessian fly, the board announced.

\* \* \*

The Corn Products Refining Company plant in North Kansas City opened September 26, giving employment to 700 to 1,000 persons. The plant has been idle since November 15, 1926, due to the shortage of corn last year. According to H. W. Curry, Kansas City, Mo., manager of the plant, the plant will undoubtedly be able to continue operating at full capacity during the coming year since the corn crop in the Southwest is a bumper one. It is expected that grinding will be at the rate of 12,000 bushels corn daily on a six-day schedule in the manufacture of Karo corn syrup, Mazola cooking oil, glucose, and stock feeds. In addition to the production of these staples, the company is planning to spend \$1,000,000 in the construction of a corn sugar refinery. There are to be at least two more large buildings, the construction of which will occupy several months. The new factory will produce 200,000 pounds of sugar daily and will consume 10,000 bushels of corn daily. The present plant is now operating at the rate of 12,000 bushels of corn daily. The opening of the plant was attended by the New York officials of the company. The payroll of the plant is said by Mr. Curry to exceed \$50,000 weekly.

\* \* \*

J. H. Tedrow, transportation commissioner of the Kansas City Chamber of Commerce, represented the Kansas City mixed feed dealers at a rate hearing before the Interstate Commerce Commission held October 4. The increase of 15 per cent proposed by the western trunk line railroad was opposed by the feed dealers.

\* \* \*

E. J. Smiley of Topeka, Kan., secretary of the Kansas Grain Dealers Association, visited the Kansas City Board of Trade October 5 and announced that the next annual convention of the association would be held in Dodge City, Kan., next May.

\* \* \*

The bronze statuary group of the "Pioneer Mother," a gift to Kansas City from Howard Vanderslice, Kansas City grain man and lover of art, arrived in Kansas City October 3. It was unpacked under the eyes of United States customs officials as it stood on a flat car in the yards of the Kansas City Terminal. The statue was shipped to Kansas City under bond

but entered the United States free of duty because it was an American creation. The statue was removed to the knoll west of the Liberty Memorial Hall entrance, where it will soon have a pedestal in its permanent resting place. Louis Breitag, in charge of the pedestal construction, stated October 6 that 150 cubic yards of concrete have been used in the construction of the base. One hundred and twenty tons of Minnesota pearl-pink granite is being placed. The base will be 36 feet long, 28 feet wide and 4 feet 8 inches high. A walk of Vermont slate, 1½ inches thick and of mingled shades is being constructed around the base. The walk is to be trimmed with granite, and it will have a 10-foot terrace curbed with granite. Six granite seats will be distributed along the walk. The 16,000-pound statue will be given its final touches by A. Phimister Proctor, sculptor, soon. The casts of the statuary group will be destroyed to prevent duplication. The cost of transportation from Italy alone was estimated at \$1,700. The statue will be unveiled and formally presented to Kansas City soon.

\* \* \*

An ear of corn weighing 3½ pounds was on display at the Board of Trade September 25. The ear had 26 rows of kernels and grew on a farm four miles south of Liberty, Mo. It was of the cob corn variety, and, it is estimated, the field will produce 65 bushels to the acre. Corn cob pipes are manufactured from the cobs.

\* \* \*

J. J. Shelley, Jr., 22 years old, New Haven, Conn., was married September 16 to Marguerita Beattie, 19, of Newburg, N. Y. Mr. Shelley is the son of J. J. Shelley, Sr., who is a member of the Board of Trade in Kansas City.

\* \* \*

Edward Hymers was elected to membership in the Kansas City Board of Trade October 4 on transfer from James E. Cairns. Since both men were members of Jackson Bros. & Co., there was no consideration except the \$500 transfer fee. Mr. Cairns is retiring from the company.

\* \* \*

Statistics on the crop year ending June 30, compiled September 21, revealed the fact that Kansas City's Winter wheat territory had experienced the largest flour production in its history. The total production of the Southwest was 6,500,000 barrels, 3,000,000 barrels over the former record year of 1925.

## OMAHA

B. O. HOLMQUIST CORRESPONDENT

**A**N INTERESTING display of seed corn was shown on the trading floor of the Exchange during the courtesy of the *Omaha World-Herald*. The display included the prize-winning ears in the contest sponsored by the *World-Herald* this fall and attracted a great deal of attention.

\* \* \*

Mel Uhl, Jr., of the Black-Hawk Grain Company, has been confined to his home for a week as a result of a slight injury to his knee while duck-hunting on the Platte River.

\* \* \*

N. B. Updike, with a party of eastern men, left Omaha October 4 for the Updike-Maddox ranch in western Nebraska for the fall duck-hunting. After a few days' hunt on the Updike ranch, this party will join that of Walter W. Head, president of the Omaha National Bank, which left a few days earlier in Mr. Head's private car, for the Cherry County lakes. N. B. Updike, Jr., is included in Mr. Head's party.

\* \* \*

Congratulations were extended to J. A. Cole of the Nye & Jenks Grain Company, on the birth of a son.

\* \* \*

Favorable weather during September assured Nebraska and South Dakota of a bumper crop of good quality corn. Reports from all sections of both states indicate that there will be plenty of corn to ship to the sections where the crop is admittedly short. The bulk of this corn will move through Omaha and elevators here are already providing for a big run by adding new equipment and additional storage space. The 1,000,000-bushel addition to the Missouri Pacific Elevator operated by the Nye & Jenks Grain Company is well under way and should be finished in time to handle a good share of the new crop of corn.

\* \* \*

L. L. Quinby, president of the Mid-West Grain Company, spent the first week in October visiting with his father in Lexington, Neb., and after leaving Lexington spent a few days in Denver calling on the grain trade there.

\* \* \*

W. J. Hynes of the Hynes Elevator Company, recently purchased the land near Herman, Neb., formerly belonging to the Cameron Estate of Herman. This estate is said to consist of about 1,200 acres of

rich Missouri River bottom land. As Mr. Hynes already owns a number of farms in eastern Nebraska, he is now one of the largest landholders in this section of the state. This land is all in the choicest farming country of Nebraska and is especially well adapted for the raising of corn and Winter wheat. In favorable years, farms on the Missouri River bottoms have raised as high as 120 bushels of corn to the acre and crop failures in this section are unknown.

\* \* \*

E. P. Peck, president of the Grain Exchange, is spending the month of October with friends in the East. Mrs. Peck accompanied him on his annual trip.

\* \* \*

It is rumored that from three to five million bushels additional storage space will be constructed in Omaha and Council Bluffs in 1928. While definite announcements have not yet been made, it is understood that plans are already being drawn which will add 3,000,000 bushels to this market's present storage capacity.

\* \* \*

Among those who went from Omaha to the Dempsey-Tunney battle in Chicago were Jas. Trimble of the Nebraska-Iowa Grain Company, J. L. Welsh of the Butler-Welsh Grain Company and N. B. Updike of the Updike Grain Corporation.

\* \* \*

Early reports indicate that a somewhat larger acreage of Winter wheat will be sown in Nebraska this fall than last year. One reason for this is the bumper crop harvested in 1927, and there is also considerable new land being broken in the western and northwestern sections of the state.

\* \* \*

Fewer feeding cattle were shipped from South Omaha this year than in any season in 19 years, the chief reason being the prevailing high prices at which such stock is selling. This fact is one more reason why Omaha grain merchants are expecting a big run of corn this winter. Cattle feeders in Nebraska have suffered severe losses in the past few years in common with feeders in other states, and many of them have been forced to retire from business within the last year or two. It is expected that the number of cattle on feed in this territory this season will be more than 25 per cent less than last year.

\* \* \*

Milling wheat is selling at good premiums in Omaha at the present time. The run of wheat has been light during October and the bulk of what has arrived has been Durum or low protein Winter. As a result, wheat of good protein content has gone at a premium over the Chicago futures and even wheat of 10 per cent protein is selling within four or five cents of Chicago December wheat. There has been some Dakota and Montana wheat arriving but the bulk of the receipts has originated in Nebraska.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

A. J. MacDonald, vice-president of the Boston Grain & Flour Exchange, was appointed a delegate to represent the Exchange at the Grain Dealers National Association convention which was held at Omaha, October 10-12. Joseph B. Green, Jr., grain inspector, also was to be in attendance and some of the members planned to be present.

\* \* \*

The Bristol Grain & Supply Company, Bristol, Conn., recently had a fire which occasioned a loss estimated at \$50,000.

\* \* \*

The Norwalk Grain Company, Norwalk, Conn., has been incorporated with a capital stock of \$50,000.

\* \* \*

The Jewett City Grain Company, Griswold, Conn., has been incorporated with a capital stock of \$50,000.

\* \* \*

The annual fall golf tournament was held Tuesday, October 4, at the Cohasset County Club. It was an all-day affair and prizes were offered. As many of the members of the Exchange are interested in golf, the tournament was largely attended.

\* \* \*

Boston wholesale seed dealers state that there is a normal demand for grass seed, rye and barley from country stores for fall planting. The sale of vegetable seeds for future delivery has been going on for some weeks.

\* \* \*

During September there was a fair demand for corn and oats, with the usual fluctuations in prices to conform to western markets. In feed there has been a slack inquiry, especially for middlings which have declined sharply. There is more doing in bran, though the trade are buying only to meet current requirements and prefer to purchase cars in transit. Canadian mills are not offering bran and middlings at Buffalo.

\* \* \*

For chicken wheat there is considerable sale, the demand being principally for No. 2 Red Durum wheat.

\* \* \*

The demand for hay is moderately active with receipts fairly large, consisting as usual of medium

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and lower grades to a considerable extent. The receipts of hay at Boston for the month of September were 168 cars; straw 13 cars.

The receipts of grain at Boston for the month of September, as tabulated by the Boston Grain & Flour Exchange, were as follows: Wheat, 27,350 bushels; Corn, 975 bushels; oats, 100,775 bushels; rye, 120,450 bushels; barley, 106,400 bushels; malt, 50 bushels; mill feed, 89 tons; oatmeal, 6,569 cases.

Stocks of grain in regular elevators at Boston, as of October 1, were as follows: Wheat, 1,004 bushels; corn, 2,146 bushels; oats, 8,440 bushels; rye, 4,097 bushels; barley, 5,760 bushels.

Among the visitors at the Exchange during the month of September, outside of New England, were the following: H. S. Potter, Chicago, Ill.; Frank G. Ely, Chicago, Ill.; E. F. Chapin, Chicago, Ill.; J. C. McVean, Scottsville, N. Y.; P. Battye, San Louis Obispo, Calif.; Henry Hetu, Flint, Mich.; A. Hetu, Flint, Mich.; A. M. Connors, Omaha, Neb.; W. J. Biles, Saginaw, Mich.

## RECEIPTS AND SHIPMENTS

Following are receipts and shipments of grain, etc., at the leading terminal markets in the United States for September:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

	Receipts	Shipments	1927	1926
Wheat, bus..	787,492	2,258,806	1,783,292	1,897,456
Corn, bus....	38,378	57,534	.....	21,429
Oats, bus....	95,030	145,181	30,872	.....
Rye, bus....	37,554	96,374	35,942	17,143
Barley, bus....	532,970	525	453,475	.....
Malt, bus....	13,805	6,696	.....	.....
Hay, tons....	1,035	1,098	.....	.....
Straw, tons....	19	17	.....	.....
Mill Feed, tons	1,074	1,193	.....	.....
Flour, bbls....	126,323	168,962	52,979	108,784

**CHICAGO**—Reported by J. J. Fones, secretary of the Board of Trade:

	Receipts	Shipments	1927	1926
Wheat, bus..	3,205,000	3,832,000	3,539,000	2,881,000
Corn, bus....	10,551,000	3,866,000	5,104,000	2,362,000
Oats, bus....	3,471,000	5,518,000	2,875,000	2,350,000
Barley, bus....	1,467,000	1,095,000	541,000	392,000
Rye, bus....	305,000	285,000	78,000	10,000
Timothy Seed, lbs....	7,387,000	7,981,000	8,683,000	7,105,000
Clover Seed, lbs....	575,000	1,107,000	125,000	714,000
Other Grass Seed, lbs....	2,510,000	2,581,000	1,277,000	1,443,000
Flax Seed, bus....	369,000	197,000	.....	1,000
Hay, tons....	10,980	9,578	293	299
Flour, bbls....	1,086,000	1,123,000	690,000	706,000

**CINCINNATI**—Reported by J. A. Hallam, chief inspector of the Board of Trade, Inc.:

	Receipts	Shipments	1927	1926
Wheat, bus..	236,600	316,400	550,200	497,000
Shelled Corn, bus....	280,000	210,000	400,000	331,800
Oats, bus....	322,000	376,000	310,000	342,000
Barley, bus....	5,600	2,800	.....	.....
Rye, bus....	18,200	15,400	19,600	15,400
Ear Corn, lbs....	8,000	14,000	.....	.....
Grain Sorghums, lbs....	1,400	1,400	.....	.....
Feed, tons....	540	1,590	.....	.....
Hay, tons....	6,380	5,951	.....	.....

**DENVER**—Reported by H. G. Mundhenk, secretary of the Grain Exchange:

	Receipts	Shipments	1927	1926
Wheat, bus..	1,828,500	166,500	1,626,000	154,500
Corn, bus....	113,150	44,950	142,600	57,350
Oats, bus....	74,000	38,000	56,000	48,000
Barley, bus....	263,500	66,300	25,500	3,400
Hay, tons....	490	.....	920	.....

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

	Receipts	Shipments	1927	1926
Wheat, bus....	34,258,622	12,377,594	20,576,788	6,372,973
Corn, bus....	10,228	5,889	.....	.....
Oats, bus....	142,117	847,474	23,844	369,114
Barley, bus....	7,178,544	2,684,511	7,773,997	2,459,645
Rye, bus....	8,550,851	2,529,628	8,302,986	1,493,945
Flax Seed, bus....	1,030,036	609,517	420,106	477,822
Flour, bbls....	598,430	854,185	625,825	860,025

**F. WILLIAM-PORT ARTHUR**—Reported by E. A. Ursell, secretary of the Board of Grain Commissioners:

	Receipts	Shipments	1927	1926
Wheat, bus....	8,580,288	32,797,457	14,016,208	19,352,952
Corn, bus....	.....	1,145	.....	.....
Oats, bus....	74,509	555,000	217,721	817,365
Barley, bus....	1,954,966	6,056,360	963,071	3,695,708
Rye, bus....	2,437,878	1,537,688	1,598,222	721,051
Flax Seed, bus....	.....	14,426	28,056	241,629
Kans. City, bus....	.....	.....	.....	429,883

**KANSAS CITY**—Reported by W. R. Scott, secretary of the Board of Trade:

	Receipts	Shipments	1927	1926
Wheat, bus....	7,483,000	6,505,800	5,005,000	5,034,400
Corn, bus....	756,000	844,500	1,027,500	757,500
Oats, bus....	504,000	464,000	348,000	194,000
Kafir, bus....	79,200	136,400	173,800	170,000
Rye, bus....	51,000	118,500	52,500	42,000
Barley, bus....	310,400	16,000	81,600	9,600
Cane Seed, bus....	.....	.....	4,600	.....
Bran & Shorts, tons....	5,760	8,500	15,820	15,260
Hay, tons....	19,308	25,896	6,240	1,356
Flour, bbls....	73,125	88,075	785,850	671,775

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

	Receipts	Shipments	1927	1926
Wheat, bus....	358,500	427,000	384,500	296,000
Corn, bus....	1,916,000	1,096,000	1,180,000	718,000
Oats, bus....	828,000	598,000	708,000	618,000
Timothy Seed, lbs....	22,400	18,000	18,200	10,000
Flour, bbls....	30,942	28,551	.....	.....

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

	Receipts	Shipments	1927	1926
Wheat, bus....	901,440	539,000	1,186,559	132,768

# HAY, STRAW AND FEED

## HAY SHIPPERS WARNED

Warnings not to bale or ship to market poor quality hay still are going out to farmers from the United States Department of Agriculture. Farm papers emphasize the record hay crop that will be crowded into market channels by the time the 1927-28 season closes, and caution farmers in hay shipping sections not to go to the expense of baling and shipping before analyzing current market conditions.

## PENNSYLVANIA FEED LAW VIOLATIONS

Sixty-one prosecutions arose during September in Pennsylvania for violations of the fertilizer and feedingstuff laws, and in 20 instances the fertilizers contained less plant food than had been guaranteed. The larger proportion of the prosecutions in the cases involving feedingstuffs was attributable to failure to register the brands. The use of metal fasteners furnished a number of cases. In Pennsylvania it is illegal to attach cards to the sacks with metal fasteners.

## TENNESSEE REDUCES PROTEIN REQUIREMENT

The requirements with respect to protein content of mill feeds have been reduced by 2 per cent by the State of Tennessee. This change in the rulings came after an investigation has been made of samples of the 1927 wheat crop of important middle western states. J. W. Sample, state chemist, found a considerable reduction in the protein content in this year's wheat. The following are the new protein standards: Wheat bran, 12.5 per cent; wheat shorts, 14 per cent; wheat mixed feeds, 13.25 per cent.

## NEBRASKA RECOMMENDS FOUR TESTED MASHES

Herewith are four dry mash mixtures which are recommended by the Nebraska Agricultural College after several years of actual use in the college poultry flock. Elevator men may choose any one of them to offer their trade, according to the relative costs of the various feeds.

Formula No. 1: Yellow cornmeal, 400 pounds; shorts, 250; bran, 100; meat meal or tankage, 100; Alfalfa meal, 90; cottonseed meal, 60 pounds. Formula No. 2: Yellow cornmeal, 400 pounds; ground oats, 250; ground wheat, 200; meat meal or tankage, 150 pounds. Formula No. 3: Yellow cornmeal, 400 pounds; shorts, 350; bran, 100; meat meal or tankage, 150 pounds. Formula No. 4: Yellow cornmeal, 250 pounds; bran, 200; shorts, 200; pulverized oats, 200; meat meal or tankage, 150 pounds.

## HAY AVERAGES LOWER IN NEW YORK MARKET

By C. K. TRAFTON

Although hay prices have displayed more or less irregularity, the ruling tone of the market was slightly easier and prices now average about \$1 per ton lower than those current a month ago. Early in the period the easiness generally prevailing was especially marked on the Brooklyn side of the East River as buyers there were particularly reluctant to take hold so that the excess of arrivals was more marked than on this side, resulting in more of an accumulation. Subsequently there was a steady improvement, arrivals being lighter while buyers showed more interest; so that early in October, practically all of the accumulation had been cleaned up. As a consequence jobbers and consumers found it possible to buy practically at their own prices; and this kept the hay moving

freely enough to prevent any noteworthy accumulation of supplies in Manhattan. Subsequently when the receipts became lighter, buyers showed even less interest and receivers found it impossible to establish a higher level of values, although they were inclined to be more stiff in their ideas, and hence the undertone of the market was firmer. As a result of the recent downward movement of prices, buyers generally have been more discriminating and the preference for sweet old hay has been more marked. As a consequence No. 1 and really choice No. 2 in large bales have held up relatively better than other grades. The arrivals have consisted mainly of medium grades, mostly new crop, and as there has been some increase in the proportion of smaller bales the latter were especially easy. The excess of poor grade hay in the daily arrivals was especially marked early in the month, a later development being some improvement in the average quality. The latter is possibly reflection, or, at least, certain experienced receivers hope so, of a growing realization of the folly of shipping poor, trashy hay to this market. It is pointed out that on some of the particularly poor arrivals receivers were again forced to accept as low as \$14. There is virtually no outlet for such goods and as some receivers have actually been forced to take a loss in order to move some of it they would prefer not to handle it. In addition, it is to be noted, of course, that such a price as quoted above represents a decidedly meager net return to the shipper as well as to the farmer. Under the circumstances it is regrettable from the farmers' point of view that the big crop contains so much over-ripe and otherwise poor hay. In view of the steady decline in local prices, shippers have become more reluctant to offer for forward shipment, asserting that they cannot buy in the interior points at prices low enough to assure them even a fair profit. This condition would seem to offer some confirmation of predictions recently made by experienced distributors regarding a widening of the premium on really choice grades as it probably reflects a feeling among farmers that they will be able to realize much better prices for their good hay after a considerable proportion of the poor stuff has been disposed of.

## HAY RECEIPTS LIGHT

In its letter of October 10, the Martin Grain Company of St. Louis, Mo., says:

Posted receipts of hay for two days 10 cars against 28 cars the same period last year.

The continued light receipts are causing a higher market on the better grades of Timothy which are scarce and would sell well if here. The medium grades are also in fair request but the lower grades are still dull.

Light Clover Mixed hay scarce and wanted. There is an excellent demand for No. 1 and good No. 2 but the lower grades are dull. Heavy Clover Mixed hay firm, being in scant offering with a good outlet. No. 1 and good No. 2 selling well, but the lower grades dull. Pure Clover hay is scarce and in demand. No. 1 and good No. 2 hay is selling well but the lower grades are slow.

Alfalfa situation firm with an active demand for high grade Alfalfa suitable for dairy trade, but medium and lower grades are quiet.

## MEAT MEAL PRODUCES EGGS

Stocks of meat meal and other high protein animal feeds now are being shipped to elevators throughout the Middle West and East in order to meet the fall demand. Fresh evidence as to the value of meat meal has been developed during the year at several experiment stations.

Meat meal and fish meal were found to be practi-

cally equal pound for pound as a source of protein for egg production, reports R. R. Dearstine, of the Raleigh, N. C., station. The assertion is based on a nine-month test which showed the production percentage for the fish meal flock to be 49.

A higher percentage was recorded for the meat meal flock, the official figure being 51. Leghorns were used in the trial.

## MODERATE DEMAND HOLDING FEED MARKET STEADY

The feed market ruled generally steady during the week ending October 5, influenced principally by light offerings of the principal feeds except bran and middlings and a moderate demand, according to the *Weekly Feed Market Review* of the United States Bureau of Agricultural Economics. Prices of bran, middlings and hominy feed were lowered slightly in some markets but gluten feed held steady while cottonseed meal advanced. Prices of all feeds are well above quotations at the corresponding time last year.

The market for both bran and middlings developed a slightly weaker tone as production continued heavy at both northwestern and southwestern mills. In the Kansas City mills flour production for the three months ending in September has about equaled the record production during this period in 1926 and during the past three weeks production in the northwestern mills has been almost as large as for these weeks last year. Production earlier in the season, however, for the principal milling centers was considerably below last year and demand has been sufficient to absorb the offerings practically as rapidly as they have come onto the market with the result that there has been very little storage of these feeds and mills have sufficient orders ahead, according to trade reports that they are not pressing sales.

Canadian wheat feeds are being offered in eastern markets below quotations both from northwestern and southwestern mills. Mixed feed manufacturers in the central states have been the principal buyers of feed from the southwestern mills and also for bran for prompt shipment from Minneapolis and other Spring wheat mills in that territory. Bran prices were not changed materially during the week but on an average are \$3.50 to \$4 per ton higher than at the first of October a year ago.

The sharp decline which has occurred in middlings prices since the first of August has apparently been checked. Prices of standard middlings are now about \$9 lower than at the first of August but are still about \$4 higher than last year. Increased offerings of Spring wheat middlings have been largely responsible for the downward trend in prices. At the present time standard Spring middlings from Minneapolis are being offered in the southwestern markets at a discount under Hard Winter wheat brown shorts. Red Dog and other heavy wheat feeds continue relatively steady.

Continued increased production of linseed meal weakened the market for that feed at Minneapolis but light production in eastern markets held prices firm in that territory. Demand for meal, however, continues active and current production is reported to be readily taken. Prices of this feed are about \$2.50 per ton above quotations last year at this time, notwithstanding the domestic supply of flaxseed is about 5,000,000 bushels larger than last year. Higher prices of other feeds, particularly cottonseed meal, are largely responsible for the higher quotations on linseed meal.

The cottonseed meal market continued firm and quotations were advanced \$1 to \$1.50 per ton although the higher prices are restricting the demand. Mills in Texas are paying \$33 to \$37 per

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ton for prime cottonseed delivered at mill and are quoting 43 per cent cottonseed meal at \$36 to \$37.50 per ton. Loose cottonseed hulls were quoted at \$5 to \$6 per ton. The European market for cottonseed meal has declined, being quoted at Hamburg at the middle of September at about \$50.50 per ton, a decline of about \$4.50 from earlier quotations.

Prices continue to hold steady with very little gluten feed available for immediate delivery. Practically all mills are quoting feed for November shipment only. The supply of hominy feed is also limited but prices were reduced about \$1 per ton during the week at Omaha and other central western markets influenced by the downward trend in corn prices. Eastern markets were rather dull for corn feeds but prices were holding relatively firmer for hominy feed than at the more western markets.

High grade Alfalfa meal continues in good demand but prices were not materially changed during the week.

## NEW YORK FEED PRICES BREAK AS SHORTAGE IS RELIEVED

By C. K. TRAFTON

Conditions in the New York feeds market have undergone a radical change, a development strikingly in favor of the buying element. With new buying almost entirely eliminated because of advanced prices, producers were enabled to catch up with their old orders on which they had been so seriously backward as to cause the near-famine which had existed in many quarters in New York, Brooklyn, and Long Island. This not only served to put jobbers, retailers and consumers in a much more comfortable position as regards their nearby supplies, but also enabled millers to resume offerings for prompt or nearby shipment. The natural consequence of this combination, of course, was a general downward revision of prices, although at the lower levels now current there is said to be no pressure of feeds on the market and as far as future shipping positions are concerned little or nothing is offered. At the same time, having come through the "famine" period by means of occasional emergency purchases, and with feeds due on old orders coming through with reasonable promptness, buyers are showing no general disposition to take advantage of the lower prices in order to stock up extensively. Doubtless this is also a sequel of the conditions previously existing as a great deal of the supply now arriving and which should have been here long ago is now assuming the shape of a super-abundance to some extent. The previous "damning-up" of supplies at producing points has been changed to a "piling-up" at distributing points. While well-informed distributors believe that jobbers and country dealers generally are not carrying big lines, it is evident that buyers as a rule are well satisfied with present supplies and hence are taking only an odd car or two of some particular kind to fill immediate orders. A significant feature in this connection is the more liberal distribution by large local mills as a result of which buyers here are no longer interested in offerings from Buffalo or the Northwest.

Corn goods shared in the general decline but demand has been even lighter than for the wheat feeds, but this is by no means unusual at this time. Although one big producer is still out of the market and is expected to continue so for the next three months, White hominy has been more freely offered in other directions. Although the offerings of Yellow hominy are still by no means liberal, the situation has been relieved somewhat and this item has shown a smaller decline.

## FEED BUYERS FOR AUGUST

The Netherlands were the record buyers of prepared feeds from United States manufacturers during the month of August 1927, taking 1,691,333 pounds. Cuba followed not far behind taking 1,207,497 pounds. The low record was made by Greece who bought but 72 pounds from us during that month. There were but two buyers of screenings,

the United Kingdom taking 112,000 pounds and Canada 66,630 pounds.

Germany led as buyer of millfeeds other than bran, middlings and screenings, taking 484 pounds of this product. She was followed by the United Kingdom who took 323 pounds and Cuba who bought 312 pounds.

In the hay division, Canada led with purchases of 392 tons of hay and Honduras, Barbados, Jamaica and China tied with one ton each.

Cuba bought 453 tons of bran and middlings and the next largest buyer was the United Kingdom who took 100 tons.

In all 5,286,038 pounds of prepared feeds were shipped during August; 689 tons of hay; 589 tons of bran and middlings; 178,630 pounds of screenings and 1,344 pounds of other feedstuffs.

## ILLINOIS BANS ALFALFA

An order has been issued by the governor of Illinois forbidding the importation into Illinois of any Alfalfa hay and other hay and cereal straws from the state of Utah, and parts of the states of Idaho, Colorado, Washington, Nevada, California, Oregon and Wyoming. This order was given in order to prevent the introduction into Illinois of the Alfalfa weevil, which has been giving trouble to western grain and hay raisers and dealers.

## U. S. EXPORTS OF OIL CAKE AND OIL MEAL

During the month of August 26,105,367 pounds of cottonseed oil cake were exported from this country, 57,321,157 pounds of linseed oil cake and 274,606 pounds of other oil cake; 4,138,958 pounds of cottonseed oil cake meal; 1,626,272 pounds of linseed oil cake meal and 209,360 pounds of other oil cake meal. The United Kingdom was the biggest buyer taking 5,794,571 pounds of linseed oil cake, 743,800 pounds of cottonseed oil cake meal and 72,000 pounds of other oil cake meal. Colombia was the smallest buyer taking but 120 pounds of oil cake meal.

## CRACKED CORN GETS RESULTS

In the co-operative study of the factors which influence the quality and palatability of meat at the North Carolina experiment station, steers fed cracked corn gained an average of 0.15 pounds more daily than those fed cottonseed meal, while heifers fed cottonseed meal made 0.21 pounds more average daily gain than those fed cracked corn. The steers fed corn dressed out 3.2 per cent more and the heifers 0.7 per cent more than the respective lots fed cottonseed meal. The steers finished on cottonseed meal gave outward indications of being as fat as those fed corn. There were indications that finishing on cottonseed meal produced meat of a darker color than finishing on corn.

## STRAW BOARD

It has been known for some time that straw can be made into excellent insulating board. Dr. Sidney D. Wells, for many years connected with the chemical and research work for the United States Department of Agriculture at Madison, Wis., perfected a method of utilizing wheat straw commercially and giving a monetary value to a heretofore waste by-product of the annual wheat harvest. Dr. Wells is probably the best known authority in America on pulp and various vegetable fibers. His research and laboratory experiments along this line extend over many years and he was largely instrumental in the development of other nationally known building and insulating boards, as well as semi-rigid insulating materials now on the market and in general commercial use.

When the Federal Government became interested in devising a method of turning to profit the waste by-products of the farm—wheat straw, corn stalks, etc.—Dr. Wells immediately began work and with experiments showed that the long tough cellular fibers of straw were unexcelled by any other vegetable fiber known as the basis for proper insulation.

A new company has been formed recently at St.

Joseph, Mo., which will utilize wheat straw as the basic material for manufacturing insulating building boards.

The plant will have a capacity of more than 100,000 square feet of finished insulating board per day and will consume about 20,000 tons of straw per year. The product will be known as Inso Board.

## NEW FEED BRANDS

"OH-BOY LAY 'EM" poultry feeds. Rudy-Patrick Seed Company, Kansas City, Mo. Filed July 6, 1927. Serial No. 251,575. Published September 13, 1927.

"OH-BOY START 'EM AND GROW 'EM" poultry feeds. Rudy-Patrick Seed Company, Kansas City, Mo. Filed July 6, 1927. Serial No. 251,576. Published September 13, 1927.

"VITAMONT" hog food and chicken food. Hansen Packing Company, Butte, Mont. Filed July 21, 1927. Serial No. 252,383. Published September 20, 1927.

"PIEDMONT" poultry feeds. Molony & Carter Company, Charleston, S. C. Filed August 13, 1927. Serial No. 253,426. Published September 20, 1927.

## OH-BOY SWAMP FOX LAY 'EM

## RED SHIRT VITAMONT

## OH-BOY START'EM AND GROW'EM PIEDMONT

"RED SHIRT" horse and mule feeds, and poultry feeds. Molony & Carter Company, Charleston, S. C. Filed August 13, 1927. Serial No. 253,433. Published September 20, 1927.

"SWAMP FOX" horse and mule feeds. Molony & Carter Company, Charleston, S. C. Filed August 13, 1927. Serial No. 253,434. Published August 13, 1927.

## Trademarks Registered

232,493. Poultry feed, calf feed, dairy feed, hog feeds, etc. Land O'Lakes Creameries, Inc., Minneapolis, Minn. Filed February 28, 1927. Serial No. 245,014. Published June 28, 1927. Class 46. Registered September 13, 1927.

232,509. Dairy feed known in the trade as milk-maker, mash with dried buttermilk; poultry feed, namely, scratch grains; baby chick grains, and mashes. Kasco Mills, Inc., Waverly, N. Y. Filed April 1, 1927. Serial No. 246,755. Published June 28, 1927. Class 46. Registered September 13, 1927.

232,621. Horse feed, mule feed and dairy feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,856. Published June 28, 1927. Class 46. Registered September 13, 1927.

232,622. Horse feed, mule feed, and chicken feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,855. Published June 28, 1927. Class 46. Registered September 13, 1927.

232,623. Horse and mule feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,843. Published June 28, 1927. Class 46. Registered September 13, 1927.

232,932. Poultry feed. Ralston Purina Company, St. Louis, Mo. Filed May 2, 1927. Serial No. 248,323. Published July 5, 1927. Registered September 20, 1927.

233,206. Stock feed, namely brewers' dried grains. Badger Grain & Feed Company, Milwaukee, Wis. Filed May 26, 1926. Serial No. 249,565. Published July 19, 1927. Registered September 27, 1927.

233,211. Dairy feed. Peoples Milling Company, Muskegon, Mich. Filed June 6, 1927. Serial No. 250,094. Published July 12, 1927. Registered September 27, 1927.

233,212. Cornmeal and feed. Model Mill Company, Inc., Johnson City, Tenn. Filed June 6, 1927. Serial No. 250,085. Published July 19, 1927. Registered September 27, 1927.

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Forty-Sixth Year

## ASSOCIATIONS

### CONVENTION CALENDAR

October 25.—Fall meeting of the Ohio Grain Dealers Association at Lima, Ohio.

November 15-17.—Annual meeting of the Farmers Elevator Association of Nebraska and Farmers Managers Association of Nebraska, at the Hotel Yancey, Grand Island, Neb.

November 29.—December 1, twenty-first annual convention of the Farmers Elevator Association of South Dakota at Huron, S. D.

February 8-10, 1928.—Silver Jubilee convention of the Farmers Grain Dealers Association of Illinois, at Springfield, Ill.

February 22-23.—Mid-winter meeting of the Eastern Federation of Feed Merchants, at the Arlington Hotel, Binghamton, N. Y.

### ILLINOIS FARMERS ASSOCIATION INCORPORATED

The Farmers Grain Dealers Association of Illinois was on September 28 granted a state charter. The association has its headquarters at Bloomington, Ill., and will operate from there.

### OHIO GRAIN DEALERS TO MEET

The Ohio Grain Dealers Association will hold its fall meeting on October 25, at Lima, Ohio. The meeting will start with a luncheon served at the Elks Club. This will be followed by several interesting addresses and a general discussion on conditions affecting the grain dealer, such as the new corn prices. W. W. Cummings, 308 Second National Bank Building, Toledo, secretary of the association, is in charge of the reservations.

### GRAIN ASSOCIATIONS TO MERGE

At a joint meeting of the Massachusetts and Vermont grain organizations, held at the Boston City Club, Boston, Mass., on September 21, it was urged that there be established a New England Retail Grain Dealers Association. The proposal calls for merging existing grain organizations in that territory, the two most important of which are the one in Massachusetts and the one in Vermont. President W. N. Howard, Ware, Mass., of the Massachusetts group, presided, and the committee representing the Vermont group included W. H. Myers, A. W. Braisted, A. W. Norton, D. M. Johnson and W. F. Abell. There were approximately 35 men present at this conference, and the project was looked upon with favor. It is understood that the project contemplates the employing of a paid secretary who would devote his time exclusively to promoting the interests of the association.

### MUTUAL MILLERS ELECT OFFICERS

The twelfth annual meeting and outing of the Mutual Millers and Feed Dealers Association of western New York and Pennsylvania, was held in Buffalo, N. Y., on September 16. Among the prominent speakers was L. F. Brown, secretary of the American Feed Manufacturers Association, who addressed those present at the banquet on the subject "The Need for Co-operation Between Manufacture and Retailer." Austin W. Carpenter, a former secretary of the association, and now sales manager of the Larrode Milling Company, Detroit, Mich. spoke. He called attention to the failure of co-operative merchandising of feeds by farmer pool organizations, and said that the regular dealers are now in many cases distributing merchandise which was intended to be sold by the car door plan.

The officers elected at this meeting included the following: E. B. Dunbar, Little Valley, N. Y., president; W. H. Parker, Waterford, Pa., vice-president; H. S. Carr, Portville, N. Y., secretary-treasurer.

### WESTERN DEALERS HOLD DISTRICT MEETINGS

On September 9, a meeting was held at Sac City, Iowa, of members of the Western Grain Dealers Association located in the adjacent area. The meeting was successful, there being approximately 75 in attendance. This included grain dealers and their wives in the territory immediately surrounding Sac City. The William Bell Company of

Milwaukee furnished the banquet and entertainment for this meeting. At 7:00 p. m. the grain dealers and their wives were served an excellent banquet in the Park Hotel, and during the banquet several musical numbers were given by young ladies of Sac City.

Immediately following the banquet and entertainment the ladies retired to the parlors for visiting and an instructive meeting of the grain dealers present was held in the dining room. During the meeting the various grain subjects were discussed and it was unanimously agreed that an organization of the grain dealers in that territory should become a permanent organization. After considerable discussion Earl Galbraith of Newell, Iowa, was elected president and the secretary was instructed to appoint two secretaries of that district to aid the president in building up the organization. Therefore, in accordance with this the secretary appointed A. B. Trader of Odebolt and "Chub" Hunt of Pocahontas.

It was decided that the next meeting would be held at Odebolt two months from the meeting at Sac City, which would be the fourth of November. It was agreed that the conditions in that territory could be greatly benefited by such a permanent organization and the good feeling and friendships established during the meetings, were of great value to those in attendance. Everyone in that territory is looking forward to the next meet-

ing and the wives are to again be invited to that meeting. Last, but not least an enjoyable dance was held following the meeting of the grain dealers and regardless of the temperature everyone had a very pleasant time.

On September 23, a meeting of the grain dealers of southeastern Iowa was held under the auspices of the Western Grain Dealers Association, at Mount Pleasant, and according to reports from Secretary D. O. Milligan, of Des Moines, this meeting was also quite successful.

There were 45 grain dealers present. This represented a majority of the grain dealers in this district and the meeting was held in the dining room of the new Harlan Hotel. The A. D. Hayes Company, of New London, was the donor of the banquet and the excellent meal was enjoyed by everyone present.

Secretary Milligan of the Western Grain Dealers Association took charge of the meeting and conducted the discussions of the various grain topics, which were of particular interest in that district. A number of interesting ideas were discussed and everyone agreed that the information and acquaintanceship gained at the meeting were of considerable value to all present.

A permanent organization was arranged and it was decided that the next meeting would be held at Washington, Iowa, under the date of November 10. The grain men from Washington very kindly offered their co-operation in arranging for a meeting in that place and A. D. Hayes was elected chairman of the organization in that district. This is another successful effort to get Iowa organized so that grain dealers may operate under better conditions and to eliminate the old feeling of fight and hatred which has been existing for a number of years in the grain trade. Other meetings over the state are being planned and are held as fast as they can be arranged.

## TRANSPORTATION

### SOUTHWESTERNERS AT MINNEAPOLIS HEARING

Supplementing arguments presented at the official session in Wichita, Kan., grain men and millers from the Southwest gave further support to their rate claims before the Interstate Commerce Commission, in Minneapolis this month.

Nothing startlingly new in way of grain rail rate argument has been brought out by either side so far at the present hearing, although the evidence being taken will have a direct influence on the ultimate decision of the commissioners after their return to Washington. The next point on the Hoch-Smith hearing circuit is a west coast city.

### CANADIAN CUT HURTS WESTERN GRAIN TRADE

With smashing reductions in Canadian shipping rates effective last month, wheat shippers of Western Canada will hold odds of 3 to 2 and in some cases even 2 to 1 over their American cousins in the export markets of the Orient and Europe, it has been pointed out following announcement of a decision by the Canadian Railway Commission.

Inland Empire dealers sending their wheat approximately 350 miles to Puget Sound ports now pay prices ranging from 21½ cents a hundred at Ritzville and Lind, 22 cents at Sprague and Cheney to 24 cents at Davenport, Oakesdale, Pullman and Palouse, Wash. Canadian shippers in the vicinity of Edmonton, Alta., will be able to ship their product 766 miles to Vancouver, B. C., more than twice the distance, for less money, 20 cents a hundred.

### TAYLOR DEFENDS COMMISSION ON INDIANAPOLIS DECISION

Division No. 1, of the Interstate Commerce Commission, has dismissed the case of the Indianapolis Board of Trade against the B. & O. Railroad. Commissioner Taylor reported a finding that the "refusal of the defendants to maintain through rates on grain and grain products to and via Indianapolis, Ind., from points on the Wabash, in Illinois and Indiana, to western termini of eastern trunk lines and points east thereof, is not unreasonable or unduly prejudicial."

The dismissal was also grounded on the further finding that the rates on grain and grain products, from points on the Wabash, in the territory indicated, to Indianapolis, and through Indianapolis to Louisville, Ky., and to points in eastern trunk line and New England territories, including the western termini of eastern trunk lines and points taking the same rates, or rates based thereon, are not unreasonable or otherwise unlawful.

Affected territory is that lying between Shade-

land, Ind., and Cerro Gordo, Ill., both inclusive, including stations on branches of the Wabash extending to Covington, Ind., Champaign, Reddick, Effingham and Altamont, Ill. From the stations in the affected territory the rates on grain to or via Indianapolis are higher than via other routes, causing farmers to haul grain away from points on the Wabash to elevators on other lines, to the hurt of the complainants. Rates on grain products are lower than on grain, an unusual situation.

Establishment of rates and routes that would cause the short-hauling of the Wabash, through Indianapolis, were sought. Commissioner Taylor said that shippers located on the Wabash could now ship to eastern markets and to Louisville at the rates sought, but not through Indianapolis.

### THE BALTIMORE PORT GRAIN RATE CASE

New Orleans, New York, and points in Michigan and other states have intervened in the Baltimore port differential case before the Interstate Commerce Commission.

Baltimore, in the complaint, alleges that the present differential of three cents, first class, and half a cent on grain, never had, and did not now adequately represent the advantages Baltimore had over New York. It said that the differentials should be at least six cents, first class, and three cents on grain, under New York. Chief among the advantages Baltimore claimed, was the ability to deliver or receive export and import traffic, to or from vessels, without incurring the expensive "accessorial" service of floatage and lighterage.

Among the allegations made by Baltimore was that failure of the railroad to publish the charges for the service of receipt and delivery, at New York, at and from the railroad water terminal, was a violation of Federal traffic codes. Wilbur LaRoe, Jr., representing the Port of New York Authority and the New York Produce Exchange, early in the hearing, moved to strike that allegation, summarily, from the complaint. He claimed that receipt and delivery, by whatever method accomplished, was part of the duty imposed upon the railroads by their tariffs offering to take traffic to and from ships at the port and needed not to be separately provided for. Examiner Trezize said the motion would be taken under consideration.

Wilbur LaRoe, Jr., for the New York interests got R. M. White, superintendent of the Delaware, Lackawanna & Western Railroad, to say that he did not consider expensive the operation in getting loaded grain cars to the water front and unloaded into floating equipment.

Barges used in carrying grain to vessels, Mr. White said, carried the contents of from 16 to 38 cars.

# ELEVATOR AND GRAIN NEWS



## INDIANA

J. Lawrence Schock is now manager of the New Castle Elevators, New Castle, Ind.

A seed cleaning and treating machine has been installed by the Rockfield Elevator at Rockfield, Ind.

The A. B. Bump Grain Elevator at Johnson, near Evansville, Ind., which burned, is to be rebuilt immediately.

An addition is being built to the Equity Exchange Elevator at Huntington, Ind., of cement blocks, at a cost of \$6,000.

The two elevators at Flora, Ind., which were operated by Hugh McCorkle and Charles Ashbaugh have been consolidated.

A mixer and grinder are being installed and six large bins added to grain storage of the Goodrich Bros., at Farmland, Ind.

A combined corn and grain cleaner has been installed by the Raber Co-operative Company of Raber (Columbia City p. o.), Ind.

The Sellars Grain Company has been incorporated at Forest, Ind., capitalized at \$20,000. Max P. Sellars, Frank Sellars and J. C. Sellars are interested.

Three concrete tanks of 20,000 bushels each and one leg for small grain have been built for the Graham Bros.' farm near Washington, Ind. A 50,000-bushel elevator for corn will also be built.

The interest of W. P. Bright in the Linwood Elevator, Linwood, Ind., has been bought by Floyd Wright of Fairmount and he will take possession as manager. It is owned principally by the Goodrich interests.

The Fountaintown Elevator Company of Fountaintown, Ind., is building a 20,000-bushel cribbed ironclad elevator. It contains eight bins for small grains and two for ear corn. Two truck dumps, two legs with 16x7 cups, seven ball bearing ventilated motors of 75 horsepower, manlift, sheller, cleaner, hammer mill, cracker and grader have been installed.

## MINNESOTA AND WISCONSIN

New dump and scales have been installed in the elevator of Emil Eich at Morris, Minn.

A new warehouse is to be built at Kensington, Minn., for the Farmers Elevator Company.

An addition is being built to the elevator of the Farmers Elevator Company at Fosston, Minn.

The National Elevator Company has reopened its plant at Warren, Minn. John Milne is agent.

The elevator of the Farmers Elevator Company at Alpha, Minn., has been leased by Leonard Petersen.

Ralph Nelson is the new manager of the Farmers Co-operative Elevator Company at Union Grove, Wis.

A new huller and scarifier have been installed for the Monarch Elevator Company of Pipestone, Minn.

John Nelson succeeds R. D. Swift as manager of the Farmers Elevator Company at Zumbro Falls, Minn.

The elevator and feed mill at Morton, Minn., which burned in the spring is to be rebuilt by M. A. DeWerd.

The National Elevator Company has overhauled its elevator at Eagle Bend, Minn. A. L. McKellep is manager.

Metal siding and roofing has been put on the plant of the Clear Lake Elevator Company of Clear Lake, Minn.

The Union Elevator Company of Minneapolis, Minn., has been granted a permit to erect 20 concrete grain tanks.

The elevator of the Farmers Elevator & Supply Company at Gary, Minn., has been sold to Emil Hogie of Goodwin.

The Wisconsin Grain Elevators Company of Milwaukee, Wis., has been dissolved. A. R. Taylor was president and J. W. Rank, secretary. The company was incorporated to take over the Wisconsin end of the Armour grain business.

The Prinzburg Farmers Co-operative Elevator Company has been incorporated at Prinzburg (Raymond p. o.), Minn., to conduct a grain business.

The capital stock of the firm is \$20,000. Klaas Mulder is president; Louis Meyer, vice-president; Wm. Hoogeveen, secretary; A. Bolt, treasurer.

The elevator of James Hart & Sons at Browerville, Minn., has been bought by L. E. Heid who is now operating it.

The Botsford Lumber Company has bought the elevator at St. Charles, Minn., formerly owned by George C. Stevenson. They will discontinue the grain business.

Capitalized at \$10,000, the Farmers Co-operative Elevator Company has been incorporated at Climax, Minn. John A. Hoag, Sander Vraa and H. C. Evenson are interested.

Under the management of the Continental Grain Company, the Continental Elevator Company, Minneapolis, Minn., formerly known as Elevator D, has been declared regular.

The Farmers & Merchants Elevator Company has been reorganized at Argyle, Minn. Harry Beckwith is president; N. S. Henges, secretary-treasurer; A. A. Buckingham, manager.

John H. Pank is succeeded as manager of the Gluck Elevator at Minneapolis, Minn., by Clement S. Sheffield. It is said that Mr. Pank will go with the Dominion Malting Company of Winnipeg.

The Commander-Larabee Corporation has let the contract for the erection of a 1,000,000-bushel addition to its elevator at St. Louis Park, Minn. The Barnett & Record Company will start work at once.

C. A. Lehman is now manager of the Farmers Co-operative Elevator Company of Jackson, Minn. He resigned as such with the Farmers Elevator at Jasper, Minn., where he is succeeded by Peter Vander Berg.

## EASTERN

George L. Wolf is now manager of the elevator of the Mercersburg Grain & Supply Company at Mercersburg, Pa., succeeding J. E. Miller.

The warehouse of the Standard Grain & Feed Company at Meriden, Conn., has been completed at a cost of \$15,000. It is owned by M. M. Pulkin.

The grain and feed business of Charles B. Ruch at Washington, Pa., has been sold by him to Judson & Wiley & Sons. Mr. Ruch was in business for 27 years.

The Meech Grain Company of Hartford, Conn., a subsidiary of Meech & Stoddard, Inc., of Middletown, Conn., has bought the flour and feed business of C. A. Pease & Co., at Hartford.

## WESTERN

A modern grain drier has been installed in the Boyd-Conlee Elevator at Spokane, Wash.

The warehouse of J. B. Hill & Co., Fresno, Calif., grain and hay dealers, is to be rebuilt.

Moisture testing apparatus has been installed by the Montana Elevator Company of Denton, Mont.

Henry Berrien Fish, bean dealer of Carpenteria, Calif., has completed a large addition to his warehouse.

A grain elevator costing \$50,000 is to be built at Pocatello, Idaho, for the Pocatello Mill & Elevator Company.

The new building of the Kenworthy Grain & Milling Company at Centralia, Wash., has been completed.

J. E. Damon is now in the grain and flour jobbing business at Rosemead, Calif. He was formerly at Caldwell, Kan.

The Globe Grain & Milling Company has bought the elevator of the Union Grain Company at Mc-Cammon, Idaho.

G. H. Shaulis is succeeded as manager of the Equity Union Grain Company of Hugo, Colo., by John Menzie of Wymore, Neb.

The Farmers Grain & Milling Company, Buhl, Idaho, has been bought by the Buhl Elevator Company. The elevator was built in 1913.

The El Monte Grain Company has been incorporated to handle grain and feed at El Monte, Calif. The officers are F. R. Kenney, F. F. Booker and H. B. Pritchard.

The contract has been let by the O. N. Kellogg Grain Company for a bean handling elevator adjacent to its grain elevator at Buckingham, Colo.

The bean plant will be fitted with a stand of elevators, five bins, a cleaner and other equipment.

R. R. Corry has resigned with the Montana Central Elevator Company of Conrad, Mont., and will temporarily retire from active business.

The Francis Bros. of Portland, Ore., have built a new building at Hillsdale, Ore., in which they are handling grain, hay, feed and building materials.

## THE DAKOTAS

Business has been resumed by the Farmers Elevator at Milbank, S. D.

The Olson Grain Company has succeeded Clark & Richardson at Britton, S. D.

A new coal storage shed has been built at Dahlem, N. D., for the Minnekota Elevator Company.

The Potter Garrick Grain Company has leased the E. A. Wearne Elevator at Webster, S. D.

Extensive repairs have been made to the elevator of the Madison Grain Company at Oldham, S. D.

Hearon & Lampert have equipped their elevator at Arena, N. D., with a Strong-Scott Air Dump.

The National Elevator Company of Cannon Ball, N. D., is planning the erection of a grain elevator.

The H. A. Dew Elevator, formerly the Dodge Elevator at Munich, N. D., has been bought by H. E. Rupp.

The Farmers Elevator Company of Ortley, S. D., has equipped its elevator with a new motor and dump.

The Farmers Co-operative Elevator at Ferney, S. D., has been equipped with a 20-horsepower gasoline line engine.

The Elk Valley Elevator Company of Larimore, N. D., has installed an additional air dump and 10-ton scale.

George P. Sexauer & Son will rebuild their elevator at Onida, S. D., which burned. W. H. Snyder is local agent.

The Farmers Elevator Company has bought the Lloyd Elevator at Beach, N. D., and will use it as a storage house.

Business operations have been started in the new farmers elevator at Russell, N. D. Tom White is agent in charge.

The Farmers Elevator Company of Westport, S. D., has installed a 10-ton truck scale and Strong-Scott Air Dump.

The Clapp Elevator at Lowry, S. D., has been bought by the Farmers Exchange which already had one elevator there.

Three enclosed type electric motors have been installed for the Rockham Farmers Elevator Company of Rockham, S. D.

P. A. Frederickson of Wolcott has bought the Nome Grain Company at Nome, N. D., formerly owned by B. C. Hanson.

The Victoria Elevator at Flaxton, N. D., has been equipped with a new cleaning machine. Electric motors were also installed.

M. Bierscheid is manager of the Farmers Elevator & Supply Company of Goodwin, S. D., succeeding Emil Hagie who resigned.

A separator and cleaner have been installed in the St. Anthony & Dakota Elevator at Langdon, N. D. Gus Gilbertson is manager.

The Black Hills Grain & Seed Company will operate only at Buffalo Gap, S. D., not at Custer, or Rapid City, S. D., as mentioned last month.

The Daedotah Company has completed a 25,000-bushel elevator at Bismarck, N. D., and is doing business with P. W. Starkle as local manager.

The Farmers Elevator Company of Miranda, S. D., has bought the Atlas Elevator there and now has two elevators, both under the management of Floyd Tanner.

Capitalized at \$25,000, the Sanborn Grain Company, Inc., has been incorporated at Sanborn, N. D. J. W. Brenner, W. L. McGee and Maude McGee are interested.

Capitalized at \$25,000, the Lakota Co-operative Elevator Company has been incorporated at Lakota, N. D. F. W. Keitzman, W. C. Hagler, Jacob Geritz, N. E. Bjorge, C. W. Lewis, William Beckman and Harry Metcalf are interested.

The elevator at Fairfax, S. D., formerly owned by the Torrence Glynn Company which has gone out

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Sixth Year

of business has been bought by the Nye & Jenks Grain Company and the Farmers Union Co-operative Elevator Company. It has been dismantled.

The Farmers Elevator at Finley, N. D., has been overhauled and the gasoline engines replaced by electric motors. The office has been enlarged considerably.

The new 40,000-bushel elevator of the Madison Grain Company at Colman, S. D., has been completed. Among the equipment are a 10-ton modern scale, Strong-Scott Dump and feed mill.

A grain elevator at Ordway, S. D., has been bought by the Farmers Union Grain Company of Aberdeen. The company is to buy a membership in the Minneapolis Chamber of Commerce.

The elevator of Alois Walters at Rohrville, (Devils Lake p. o.), N. D., has been bought by the Farmers Grain Company. The elevator has a capacity of 30,000 bushels. Andrew Orchard is manager.

The elevator at Cottonwood, S. D., owned formerly by the Rochdale Elevator Company has been bought by George P. Sexauer & Son of Brookings. A dump and other equipment have been installed by the new owners.

The Rippe Elevator & Grain Company is building a 12-bin, 25,000-bushel elevator at Bowman, N. D. The elevator will be used in connection with the old house giving the company total capacity of 38,000 bushels.

## OHIO AND MICHIGAN

A 10-ton track scale has been installed by B. F. Brunke at Fountain, Mich.

A drier is to be installed for the Hoytville Grain Company of Hoytville, Ohio.

C. E. Groce will rebuild his elevator at New Holland, Ohio, which burned.

A coal shed has been built at Armada, Mich., for the Armada Elevator Company.

A modern grain elevator will be built at Twining, Mich., for the Chatfield Milling Company.

A new elevator as well as oat huller is being installed for A. L. Kolb at Wauseon, Ohio.

A 10,000-bushel bean elevator is being built at Frankenmuth, Mich., for the Michigan Bean Company.

The Martindale-Fothering Elevator at Pinconning, Mich., is under the management of W. A. Lucas.

A number of improvements and repairs have been made to the elevator of Zeigler & Schultz at Bucyrus, Ohio.

Thomas S. Leith has bought the elevator at Brighton, Mich., owned by the Brighton Producers Association.

Extensive repairs have been made to the elevator of the Farmers Exchange which is located at Genoa, Ohio.

A number of improvements have been made to the property of the Conover Grain Company of Conover, Ohio.

An overhead dump chain, drag and other equipment have been installed by the Shuman Elevator at Covington, Ohio.

The elevator of the Chesaning Grain Company of Chesaning, Mich., is to be equipped with a Clover huller and scarifier.

The elevator formerly conducted at Martel, Ohio, by the Martel Elevator Company has been taken over by J. A. Resler.

The Bad Axe Grain Company has a new elevator at Port Austin, Mich. It replaces the one which burned in the spring.

A sheller and revolving screen corn cleaner have been installed by the Ida Farmers Co-operative Company of Ida, Mich.

The American Hay & Grain Company of Marion, Ohio, is to dissolve as a grain and hay firm and will conduct another business.

The plant of the Farmers Co-operative Elevator Company of Byron Center, Mich., has been equipped with a mixer and other improvements.

The property of the Isabella County Farmers Grain Company has been bought from Will Francis by H. M. Renwick at Mt. Pleasant, Mich.

The Burkettsville Grain Company of Burkettsville, Ohio, has its elevator motorized and equipped with a motor driven attrition mill and crusher.

A sheller, revolving screen cleaner, chain drag feeder and other equipment, have been installed for the Ottawa County Co-operative Company of Graytown, Ohio.

An old building at Lansing, Mich., has been re-modeled by the Cushman-Carl Company, grain and bean buyers of Bath, and new and modern machinery has been installed.

The elevator and store at Elba, Mich., which John Smith has operated for 20 years, have been leased by Clinton S. Smith, proprietor of the La-peer Farm Bureau Supply Company.

The mill and elevator held by the receiver or the Vassar Farmers Elevator Company, at Vassar, Mich., have been bought by the Hart Bros., who are making extensive improvements.

New equipment including a large motor driven hammer mill, corn sheller, two grain cleaners, man-lift, elevators, pneumatic dump, etc., are being installed for the Marion Grain & Supply Company of Marion, Ohio.

Mr. Rowell has leased the plant of the Peck (Mich.) Elevator Company owned by George and D. Middleton for 12 years. The elevator will be operated as the Peoples Elevator Company with Roy Beers in charge.

## SOUTHERN AND SOUTHWESTERN

The elevator of W. A. Teter at Fargo, Okla., has been closed by him.

The grain and feed business of J. K. Beach at Dilley, Texas, has been closed down.

A warehouse is to be built at Vernon, Texas, for the Vernon Grain & Fuel Company.

An elevator is to be built at Idalou, Texas, for the Great West Mill & Elevator Company.

Miles Young is now with the Oklahoma City Mill & Elevator Company of Oklahoma City, Okla.

The Northwestern Elevator Company of Frederick, Okla., is adding a new warehouse to its property.

The interest of H. C. Burns in the Noble Grain Company of Plainview, Texas, has been sold by him to E. N. Noble.

Business has been discontinued by the Mashburn Grain Company of Oklahoma City, Okla. Mr. Mashburn is now in the insurance business.

The grain and feed business of Douglas Davis at Bethany, Okla., has been bought by the Home Feed Company and the Highway Feed Store.

The H. D. Lee Flour Mills Company, Salina, Kan., whose elevator burned on October 11, is making plans for rebuilding the elevator in the immediate future.

The Adkins Elevator at Muskogee, Okla., has been leased by the Muskogee Mill & Elevator Company. A large sized snapped corn sheller is being installed.

The name of the Alamo Gin Company of Alamo, Texas, has been changed to the Exchange Feed & Grain Company with the same owners operating the property.

The grain warehouse of the Hall Grain Company at New Iberia, La., has been enlarged and a modern mill installed for making grits, cornmeal and corn flour.

The J. C. Whaley interests are building a 340,000-bushel elevator at Lubbock, Texas, at a cost of \$150,000. The Jones-Hettelsater Construction Company has the contract.

The McKnight Grain & Elevator Company has erected at Dallas, Texas, a 10,000-bushel elevator and installed a motor driven corn sheller of 210 bushels' capacity per hour.

The Eberts Grain Company of Louisville, Ky., is to erect an additional building and install new machinery including hammer mill, corn cracker, corn sheller, batch mixer and cleaning fan and grain dumps.

The contract has been let by the Yukon Mill & Grain Company of Banner, Okla., for a 10,000-bushel elevator. It will be equipped with truck dump, 500-bushel sheller, corn cleaner, elevator leg and two 15-horse power motors.

The M. H. Milling & Grain Company of Hugo, Okla., has bought the properties of the Modern Milling Company there. R. V. Womack is president of the firm; Rufus Scott, vice-president; James A. Smith, treasurer; and E. A. Burke, secretary.

W. C. Lowery is now with the Ratcliff Grain Company of Houston, Texas. He was formerly head of the Seaport Grain Company which burned a few months ago. The Ratcliff company is planning the installation of more milling machinery and increasing the storage for grain and hay.

The Barrow-Douglas Company and the National Brokerage Company of Bluefield, W. Va., have consolidated and in the future the business will be conducted as the Consolidated Brokerage Company, Inc. There has been no change in the personnel of the two companies and all parties interested in the old firms have retained their interest in the new.

## IOWA

The Lacey Grain Company is building an addition to its elevator at Ackley, Iowa.

J. T. Graham is the new manager of the Gilbert Grain Company of Gilbert, Iowa.

H. W. Cramer is now manager of the Farmers Grain Company at Webster City, Iowa.

To handle grain, coal, livestock, etc., the Farmers Elevator Company of Fenton, Iowa, has renewed its articles of incorporation, capitalized at \$35,000. Jacob Hengel, Fenton, is president; H. Heigley,

vice-president; E. A. Huskamp, secretary; F. C. Bailey, treasurer.

John Tjossem is now manager of the elevator of the Quaker Oats Company at Paullina, Iowa.

A new grain cleaner is to be installed for the Farmers Elevator Company of Rutland, Iowa.

An 18,000-bushel elevator is being built at Percival, Iowa, for the Good Bros. of Hamburg.

Henry McVeigh has sold his grain and coal business at New Sharon, Iowa, to G. C. Bennett of Cedar Rapids.

The Sidney Elevator Company's new elevator at Sidney, Iowa, has been completed. It is fireproof and modernly equipped.

The elevator of the Davis Bros. & Potter at Rolfe, Iowa, has been put into the hands of Ben Bryson of Albert City to manage.

A scale platform and office and a warehouse for tankage are to be built at Marcus, Iowa, for the Farmers Elevator Company.

Business has been resumed in the elevator of the Farmers Elevator Company at Struble, Iowa, with Mr. Stark as manager.

Charles Schear has returned as manager of the Great Western Elevator Company at New Hampton, Iowa, replacing R. E. Slee who retired.

The Farmers Elevator at Langdon, Iowa, has been bought by Fred C. Bitter, formerly in the elevator business at Sulphur Springs, Iowa.

The elevator at Toledo, Iowa, formerly operated by John Berry has been leased by Henry Lorenzen and Louis Delfs who have opened for business.

The office of the Farmers Grain Company of Highview (Webster City p. o.), Iowa, is to be enlarged and repairs made. M. F. Christenson is manager.

The Huxley Lumber & Grain Company has taken over the elevator of the Farmers Grain Company at Huxley, Iowa. This company also owns the only other elevator at Huxley.

A new driveway has been built and a two-ton mixing tank and grinding machinery installed for the Washington Co-operative Farmers Grain Company of Washington, Iowa.

The elevator at Dumont, Iowa, has been bought by the Farmers Grain Company. They wrecked the buildings and built a new coal shed and warehouse. J. A. Thompson is manager.

The Schaaf-Walker Company of Perry, Iowa, has dissolved the partnership. Dave Schaaf has bought out Mr. Walker's share in the business and the firm will be known as the Schaaf Grain Company.

F. C. Gardner is now with the Champion Feed & Grain Company of Clinton, Iowa. He resigned with the Newsom Feed & Grain Company of Pittsburgh, Ill., with whom he had been associated for 14 years.

## ILLINOIS

The office of the Bryce Grain Company at Milford, Ill., has been improved. A new scale was installed.

The Saunemin Elevator Company of Saunemin, Ill., has put a galvanized iron siding on its north elevator.

Walter Grosbeck has resigned as manager of the Farmers Elevator Company of Covell, Ill., and has gone to Chenoa.

A new room is being built together with basement for a furnace for the Farmers Elevator Company at Cropsey, Ill.

The Central Grain & Supply Company of Central (Morris p. o.), Ill., has been closed on judgment held by a Morris bank.

A new office building will be completed by November 1 by H. M. Dewey & Co., grain and lumber dealers at Camp Grove, Ill.

Burt McInturf is now manager of the Princeton Elevator Company of Princeton, Ill. He has been at Maple Park for two years.

The elevator and coal business of John Weimer at Harness (San Jose p. o.), Ill., have been bought by John H. Hildebrand of Emden.

A new foundation has been put under the elevator of the Thomasboro Farmers Elevator & Lumber Company of Thomasboro, Ill.

The firm of Paul Kuhn & Co., at Broadlands, Ill., has been bought out by the Broadlands Grain & Coal Company. F. A. Messman is manager.

Pneumatic dumps and an automatic dump scale have been installed in the oats house of the Co-operative Grain & Supply Company of Troy Grove, Ill.

J. C. Hight has resigned as manager of the Staley Grain Company of Decatur, Ill., and is succeeded by George J. Reed of Minneapolis. Mr. Hight will give his time to his line of country elevators.

James Stewart & Co., Inc., Chicago, Ill., have been designated as engineers and contractors for the new 300,000-bushel elevator to be built at Peoria, Ill., for the Premier Malt Products Company.

The Northwestern Calumet Terminal Elevator, Chicago, Ill., is now under the management of Wm.

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Whiting. Mr. Whiting was formerly superintendent of the Rosenbaum Grain Company's elevators "A" and "B" at South Chicago, Ill.

James Kinaha, W. J. Miller and Joe McCabe have sold the grain elevator at Lanesville, Ill., formerly owned by the Lanesville Farmers Grain Company to Henry L. LeGrand of Decatur who has taken charge.

The Rialto Elevator at Chicago, Ill., formerly operated by the Nye & Jenks Grain Company has been leased to the Washburn Crosby Company of Minneapolis, Minn. The elevator has a capacity of 2,000,000 bushels.

The Calumet Elevators "A", "B" and "C" of the Bartlett Frazier Co., Chicago, Ill., have been bought by the Rosenbaum Bros. They have a capacity of 3,400,000 bushels. The Bartlett Frazier company in turn has leased the Wabash Elevator, Chicago, owned by the Wabash Railway Company formerly under lease by the Nye & Jenks Grain Company.

## MISSOURI, KANSAS AND NEBRASKA

A grain elevator is being built at Long Pine, Neb.

A new elevator is to be built at Venango, Neb., for B. A. and Fred Dudden.

The Barry Milling & Elevator Company has been incorporated at Lawrence, Neb.

Mr. McLucas of Fairbury has bought the elevator and lumber yard at Endicott, Neb.

A truck dump is being installed for the Farmers Elevator Company of Clatonia, Neb.

A warehouse has been completed at Humboldt, Neb., for the O. A. Cooper Grain Company.

A new steel leg and lineshaft has been installed in the Farmers Elevator at Gresham, Neb.

The W. W. Barnby Elevator at De Witt, Neb., has been equipped with 10-ton truck scales.

The White Star Milling & Elevator Company of Belle Plaine, Kan., has closed its elevator there.

Truck dump and larger scale are being installed for the Union Grain Company of St. Libory, Neb.

Improvements are being made to the plant of the Crete Grain & Livestock Association of Crete, Neb.

The driveway is to be rebuilt for the Harvard Grain Company at Harvard, Neb., and a truck lift installed.

The elevator of the Lisco Lumber Company at Lisco, Neb., has been sold to the Nebraska-Colorado Grain Company.

Norman Waddell is succeeded as manager of the Stratton Grain Company of Stratton, Neb., by T. E. Blue of Trenton.

A 10,000-bushel elevator has been completed at Steele City, Neb., for the Farmers Union Co-operative Association.

A drier is being added to the grain handling facilities of the Omaha, Neb., elevator of the Flanley Grain Company.

Kirk France has bought an elevator at Walton, Neb., from August L. Franke and has leased it to Franke & Knight.

A head drive equipped with electric motor is to be installed for the Farmers Co-operative Association of Paxton, Neb.

The Farmers Mill & Elevator Company of Concordia, Kan., has installed a hopper scale and air dump in its elevator.

The Keene Grain, Stock, Lumber & Coal Company of Keene, Neb., will replace its gas engine with electric motors.

E. R. Lorenz is succeeded as manager of the Shellabarger Elevator Company at Bunker Hill, Kan., by Oscar Evans.

An electric motor is being installed for the Farmers Elevator Company of Murray, Neb., replacing the gasoline engine.

Overhauling has been done to the elevator of the Farmers Elevator Company at Fordyce, Neb. George C. Kuehn is manager.

The Farmers Co-operative Grain & Livestock Association of Hildreth, Neb., has installed a new belt in its elevator leg.

The Farmers Grain Company of Pleasanton, Neb., has installed a five-horsepower electric motor to operate the elevator leg.

The elevator of the Nelson-Jean Grain Company at Plattsmouth, Neb., has been sold to the A. B. Wilson Grain Company.

Some improvements are being made and a large scale installed for the Farmers Co-operative Grain Company of Cordova, Neb.

The Farmers Elevator Company of Ruby (Milford p. o.), Neb., has completed its new elevator of 25,000 bushels. This replaces the one which burned several months ago.

Construction has been completed on the reinforced concrete addition of 100,000 bushels' capacity to the elevator of the Bowen Flour Mills Company of Larned, Kan. This gives the company capacity

of 200,000 bushels at Larned. The company's headquarters are at Independence, Kan.

The Farmers Union Co-operative Association of Rockford, Neb., has installed a 10-ton truck dump and remodeled the elevator.

New implement sheds have been completed at Haviland, Kan., for the Farmers Co-operative Elevator Company. O. C. Glenn is manager.

The Farmers Co-operative Elevator Company of Bennet, Neb., has its new elevator nearly completed. It has a modern electric power installation.

The Farmers Elevator Company has overhauled its elevator at Bellwood, Neb., and new spouting, motor and truck dumps have been installed.

D. C. Hinds of the Hinds Grain Company has bought the elevator of the Spring Ranch Farmers Grain & Supply Company at Spring Ranch, Neb.

The elevator of the Nebraska Colorado Grain Company at Nonpareil (Hemingford p. o.), Neb., has been completed. Wm. Schneider will be manager.

Capitalized at \$10,000, the Sparks-Miller Grain Company has been incorporated at McCook, Neb. The incorporators are Raymond G. Sparks and Ben A. Miller.

The George Bros. have again taken over the elevator which they leased at Thayer, Kan., to the Eaton Grain Company, and are operating it with Rex Green as manager.

G. W. Query is now operating as the Query Grain Company at Stockton, Kan. It was formerly the J. E. Rodgers Elevator. Mr. Query was formerly manager of the Farmers Business Association at Hendley, Neb.

J. J. Buell is now with the Blair Elevator Cor-

poration at Atchison, Kan. He was formerly with the Arcady Farms Milling Company and will be hereafter on the sales force of the Blair Elevator company.

C. S. McGinness, vice-president and general manager of the N. Sauer Milling Company and his associates at Cherryvale, Kan., have bought a controlling interest in the company from the Sauer family. The plant has a capacity of 600 barrels with storage of 300,000 bushels including a modern reinforced elevator and seven country houses. There will be no change in firm name.

## CANADA

The McGowan Elevator at Durham, Ont., is to be rebuilt. It burned at a loss of \$25,000.

The N. M. Paterson Company has completed its 2,500,000-bushel elevator at Fort William, Ont., and started operations September 15.

The Union Terminal, Ltd., Port Arthur, Ont., is building an addition to the terminal elevator with 600,000 bushels' capacity. The old workhouse has been remodeled.

A public elevator license has been granted to the Goderich Elevator & Transit Company, Ltd., of Goderich, Ont. It was issued by the Board of Grain Commissioners for Canada.

A long lease on the North Transcona Elevator at Winnipeg has been secured from the Canadian Pacific Railroad by Wiley, Low & Co., Ltd. The elevator has a capacity of 1,500,000 bushels.

The Pacific Terminal Company, Ltd., has been incorporated at Vancouver, B. C., to control the Vancouver Harbor Board Elevator No. 1 recently leased by the Alberta Pacific Grain Company, Ltd. Its capital stock is \$5,000,000.

## FIRE S-CASUALTIES

Truscott, Texas.—Fire damaged slightly the plant of the Olda Grain Company.

Jackson, Minn.—The elevator of B. H. Bradfield was damaged slightly by fire.

Alden, Ill.—C. H. Seefeld's elevator was damaged slightly by fire on September 6.

Great Bend, Kan.—Fire damaged seriously the property of the Ochs Grain Company.

Eldorado, Kan.—Fire damaged the elevator of the C. E. Powell Grain Company slightly.

Bowdil, Ohio.—Fire damaged slightly the building used as a grain warehouse by John Groff.

Huntertown, Ind.—The plant of the Huntertown Grain Company was destroyed by fire on September 23.

Brentwood, Calif.—Fire damaged with a \$17,000 loss, the feed and fuel warehouse of Robert Wallace.

Beaver Dam, Ohio.—Lightning caused a loss by fire to the property of the Farmers Elevator Company.

Mahomet, Ill.—The office of the Valley Grain Company was slightly damaged by fire on September 24.

Lyndale, Minn.—On September 13 fire destroyed the Farmers Elevator. The cause of the fire was unknown.

Malta, Ill.—The elevator of A. Theodore Peterson was damaged by fire of unknown origin on September 28.

Thomasville, Ill.—The grain elevator of Alva Murphy was destroyed with a \$10,000 loss. It is partly insured.

Wahpeton, N. D.—The 30,000-bushel elevator of W. P. Adams was destroyed by fire which was caused by lightning.

Fort Smith, Ark.—The Ft. Smith Seed Company was damaged by fire recently. H. A. Payne is manager of the company.

Morton, Ill.—Lightning damaged the plant of the Farmers Grain & Livestock Company on September 8 with a small loss.

Winterset, Iowa.—M. Young & Co., Inc., had a small fire in their elevator on September 20, which originated at the motor.

Orange City, Iowa.—The Farmers Elevator was burned to the ground. Very little grain was stored in the elevator at the time of the fire.

Sacramento, Calif.—Fire destroyed on September 16 the building of the Ward Seed Company. Fourteen firemen were injured by a falling wall.

Newport, Ky.—Fire destroyed the property of the George Keller Hay & Grain Company with a loss of \$50,000. The origin of the fire is unknown.

DeGraff, Minn.—The elevator of George W. Welch was damaged by fire on October 1. The

owner was away from the office loading a car of grain and it is supposed that a drop light hanging too close to the desk caused the fire.

Hamilton, Texas.—Fire destroyed an elevator leg in the elevator of the Hamilton Mill & Elevator Company which was just recently completed there.

Neillsville, Wis.—Overheating of a pulley box is given as the cause of a small loss to the plant of the Bruley Elevator Company on September 14.

Leominster, Miss.—Fire on September 29 damaged the property of Bowen & Fuller, wholesale and retail grain dealers. It was a wooden structure.

Wharton, Ohio.—Fire damaged considerably the Farmers Elevator together with 3,000 bushels wheat and 200 tons coal. The loss amounted to \$10,000.

Atlanta, Ga.—Fire damaged slightly the property of the Waldrop-Wright Grain Company. Prompt action of the sprinkler system saved extensive damage.

Bloomington, Ill.—Lightning struck and damaged the Craig Elevator of the Hasenwinkle-Scholer Company, Inc. The damage was confined to the motor and transformer.

Onida, S. D.—Two elevators of the Sexauer & Son were destroyed by fire. The estimated value of the elevator and grain was \$60,000. The loss is covered by insurance.

New Holland, Ohio.—Fire damaged the 20,000-bushel elevator of C. E. Groce on September 5 with a loss of \$20,000. It contained considerable grain at the time of the fire.

McGregor, Texas.—The building of the McGregor Mill & Grain Company was wrecked by fire with a loss of \$5,000, covered by insurance. The cause of the fire is unknown.

Auburn, Ill.—Lightning struck and damaged slightly the Compro Elevator Company's elevator owned by John Harms, Mark Stockdale, Samuel Christopher and Ralph Beatty.

Earlville, Ill.—Fire destroyed the Strong & Shane grain elevator and coal shed with about 1,000 bushels of grain. The damage was \$10,000, part of which is covered by insurance.

Salina, Kan.—Part of the grain storage of the H. D. Lee Flour Mills Company burned on October 11. Loss was \$150,000, fully covered by insurance. Plans for rebuilding are under way.

Lewiston, Maine.—The main plant, elevators and office of J. B. Ham Company burned on October 7 with \$100,000 loss, covered by insurance. About 20,000 bushels grain were also destroyed. The plant will be rebuilt at once.

Brighton, Iowa.—Fire destroyed on September 17 the elevator and feed mill of the Brighton Mill &

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Elevator Company. The loss to the building and contents was \$25,000, half of which was covered by insurance. Some local interests are planning to rebuild the elevator in the near future.

Dundee (Alexandria p. o.), Ind.—The elevator of the Urmston Grain & Seed Company was destroyed by fire of unknown origin on September 15. The loss was \$40,000 partly covered by insurance.

Johnson, near Evansville, Ind.—On September 17 fire destroyed the grain elevator of A. P. Bump &

Co., of Keensburg, Ill. More than 17,000 bushels corn was destroyed. The loss was \$45,000, partly covered by insurance. W. M. Fisher is manager.

St. Louis, Mo.—The Rogers Grain Elevator under lease to the Langenberg Bros. Grain Company was wrecked by the tornado in St. Louis. The top of the building was blown away and the workhouse and riverhouse badly damaged. The elevator had a capacity of 400,000 bushels and contained 250,000 bushels wheat, most of which can be salvaged.

## HAY, STRAW AND FEED

A complete line of feeds is now handled by Wm. Reese & Co., Mishawaka, Ind.

An attrition mill has been installed by the Lacey Grain Company of Lacey, Iowa.

A feed mill is to be installed for the Farmers Elevator Company at Whittemore, Iowa.

R. W. Shaw has bought the U. & I. Company, feed and grocery dealers at Arlington, Wash.

A feed and lumber yard has been opened at Grand Prairie, Texas, by Evans & Son.

A feed warehouse is to be built at Forsyth, Mont., for the Eastern Montana Elevator Company.

A feed business has been opened at Cherokee, Okla., by D. A. Mock, formerly of Byron, Okla.

A warehouse is to be built at West Allis, Milwaukee, Wis., for the La Budde Feed & Grain Company.

The feed and fuel business of D. H. Hess at Chowchilla, Calif., has been bought by J. S. Fry.

The B. Dolan feed and fuel business at Chatfield, Minn., has been bought by the John Manahan Company.

A half interest in the G. N. Surbaugh Feed Store at Mountainview, Mo., has been bought by M. E. Smith.

A modern feed storage warehouse has been completed at George, Iowa, for the Farmers Elevator Company.

Space has been rented at Hodgenville, Ky., by W. J. Gannaway who has opened a general feed store there.

A modern feed mill is to be installed at Wimbleton, N. D., by H. T. Morrow, who will also handle seeds and coal.

A feed mill, to be operated electrically, has been installed by the Medford Elevator Company of Medford, Minn.

A building for the storage of mill feeds has been bought by the Farmers Grain & Lumber Company of Sycamore, Ill.

Paul Birr is to be in charge of the poultry feed department of the Comstock-Arvidson Company of Ellensburg, Wash.

The store of the Tidwell Feed Company at Groesbeck, Texas, has been closed and the stock moved to the store at Mexia.

The feed and coal business formerly owned by Charles Johnson at Bruceville, Ind., has been bought by Roberts Hill.

B. McCracken & Son, Pittsburgh, Pa., has dissolved the partnership and the business of the old firm has been closed up.

A branch store has been established at Ratcliff, Ark., for the Classen Feed Store of which Frank Classen is owner.

A new building is being constructed at Shell Lake, Wis., by G. J. Sauer to be used in connection with his feed business.

A plant for manufacturing stock and poultry feeds is being installed at Allendale, S. C., for the Allendale Grocery Company.

A feed and grocery store has been opened at Harrison, Ark., by Rose & Lynn, which is composed of W. W. Rose and John Lynn.

Under the name of the Redwood Material Company, the San Mateo Feed & Fuel Company is to operate at Redwood City, Calif.

A roller bearing sheller, cleaner, feed mixer and other equipment have been installed for the Buckeye Feed Company of Oxford, Ohio.

A second store has been opened at Greenville, Miss., by the Bolivar Grocery & Feed Company whose other store is at Cleveland, Miss.

Capitalized at \$5,000, the Clark Feed & Seed Company of Pharr, Texas, has been incorporated. R. B. Curry, B. Gore and W. C. Shippe are interested.

The feed plant of the Golden Grain Milling Company in East St. Louis, Ill., has been bought by the McMillen Company of Fort Wayne, Ind. The company will operate it, as soon as arrangements

can be made, under the management of J. G. Sackman, who was in charge for the Golden Grain Milling Company.

A feed mill is to be installed for the Morgan Grain Company in its elevator at Evan, Minn. A 20-horsepower gas engine will furnish the power.

The Farmers Union Feed Company at La Porte City, Iowa, has been taken over by Hess & Ham of Jesup. J. J. Tierney of Waterloo will be in charge.

Modern machinery for grading and mixing poultry and dairy feeds has been installed by the Pendleton Flour & Grain Company of Pendleton, Ore.

The feed mill equipment at Blanchardville, Wis., formerly owned by the Sardeson Bros., has been bought by the Blanchardville Co-operative Company.

The Spartan Grains & Feed Stores, Inc., has been incorporated at Tampa, Fla., capitalized at \$50,000. C. B. Gill, L. D. Carley and A. L. Barker are interested.

The addition to the plant of the Acme Manufacturing Company, Forest Park, Ill., is now being completed by James Stewart & Co., Inc., of Chicago.

The Somerville Wholesale Feed & Produce Com-

pany has been opened for business at Somerville, Tenn. W. B. Shinault and B. H. Howse are the owners.

Russell & McAuley, hay and grain dealers of Sacramento, Calif., have leased the Meister plant at Woodland, Calif., and will use it for the storage of hay.

A hammer mill of 50-horsepower, a feed mixer and S. Howes Junior Corn Cutter and Grader have been installed for the Fayette Grain Company of Connersville, Ind.

Earl Harvey is to be in charge of the K & B Feed Store at Dallas, Texas. The new store is owned and operated by the Kimble Milling Company of Fort Worth, Texas.

Armstrong & Long, Brooklyn and New York, N. Y., have dissolved. The business is being continued as heretofore by Alfred T. Long, formerly co-partner, under his own name.

The Prague Produce House of Prague, Okla., has been bought by Luther Seaborn, owner of the Seaborn Produce & Feed Store at Chandler, Okla. A. M. Sommers has been put in charge.

The warehouse of the Dorchester Co-operative Company, Dorchester, Wis., for handling bulk feeds, has been enlarged. A Sprout-Waldron Feed Mill is to be installed. Frank Diesing is manager.

The feed business of C. N. Teightmeyer at Ottawa, Kan., has been sold by him to J. A. Barkis of Paola. Mr. Teightmeyer retains his feed grinder and will make his headquarters at the store for the present.

A hammer mill has been installed by the Northwestern Elevator & Mill Company of Toledo, Ohio. Other improvements and repairs will be made during the winter to the Toledo and Mt. Vernon plants of the company.

B. C. Morgan has sold most of his interest in B. C. Morgan & Co., Birmingham, Ala., to Charles A. Jones, who has assumed active operation of it. The firm will continue under the name of B. C. Morgan & Co., Inc.

A molasses feed outfit is to be installed by C. E. Kiff of Delhi, N. Y. A Sprout-Waldron outfit consisting of a warming tank vat, molasses heater and super heater, molasses pump and special mixer have been installed.

## OBITUARY

ALLEN.—Ralph Allen, Sr., a director of the Illinois Farmers Grain Dealers Association died recently at Delavan, Ill.

ARBOGAST.—L. A. Arbogast died aged 67 years. He was a retired grain dealer at Minneapolis, Minn. He was born in Staunton, Va., in 1860 and moved to Minneapolis in 1884. In 1902 he organized the Dakota Elevator Company of Duluth, Minn. He retired in 1925 because of ill health.

BEEBE.—William H. Beebe, aged 81 years, died at his home in Chicago, Ill. He was at one time a member of the Chicago Board of Trade and in the grain business but retired in 1907.

BREEBACK.—Wm. Frederick Breeback died on September 9 of heart disease aged 66 years. He was for years in the grain and feed business at Baltimore, Md.

CAMERON.—Lindsay Cameron died at his home in Jacksonville, Fla., on September 19. He had for years been in the seed business operating it until shortly before his death.

DENSOW.—Fred C. Densow died recently from blood poisoning. He was for years agent for the Pacific Coast Elevator Company at Pullman, Wash. His widow and son survive him.

ETTELSON.—John Ettelson, assistant chief grain inspector of Illinois, died at his home in Chicago on September 22. His widow and two children survive him.

FANGBONER.—Ray Fangboner died on September 5 at Fremont, Ohio. He was for years in the grain business at Fremont.

FRETAG.—Henry Fretag, former grain elevator manager of Chester, Neb., and manager of a grain company at Odell, Neb., for 15 years, died recently.

GLIDDEN.—Charles J. Glidden died on September 11 at Boston, Mass. He was an associate member of the Boston Grain & Flour Exchange.

HEINZEN.—Carl Heinzen died on September 7 during a business conference with his associates. He was first vice-president of Albert Schwill & Co., Chicago, Ill.

HILL.—Rowland H. Hill died on September 21 at Carthage, Ind., aged 49 years. He was head of the Hill Grain & Coal Company of Carthage, Ind.

He organized this company in 1914. His widow survives him.

HOLMES.—R. P. Holmes died recently after he fell down the light well of the old Minneapolis Chamber of Commerce Building. He was a member of the Chamber of Commerce and was associated with the Stuhr-Seidl Company. His widow and three children survive him.

JACKSON.—Stonewall Jackson died at his home in Pass Christian, Miss., on September 16. He was identified with the grain industry there.

LEBSACK.—Ben Lebsack, manager of the Lebsack Grain Company of Otis, Kan., died recently when he broke his neck when diving in a shallow place in Lake Barton.

M'CULLOUGH.—J. Charles McCullough died recently at his home in Louisville, Ky., aged 74 years. He was president of the J. Charles McCullough Seed Company. He started in the seed business with his father and 10 years after partnership with him formed the J. Charles McCullough Seed Company. He has been president of this company for more than 40 years.

MITCHEL.—O. M. Mitchel died aged 63 years at Anchorage, Mamaroneck, N. Y. For years he was in the grain business being partner of Yale Kneeland in the old grain brokerage firm of Power, Son & Co.

NEWELL.—H. H. Newell, vice-president and general manager of the Rogers Grain Company, Chicago, Ill., died at his home in Chicago. Further details are to be found in the Terminal Markets Department of this issue.

MYETTE.—William Myette died recently aged 66 years. He was for more than 20 years in the grain business at Woonsocket, R. I.

O'BRIEN.—Martin O'Brien died on September 23 when struck by a falling block. He was the employee of the Connecting Terminal Elevator at Buffalo, N. Y.

ORTHWEIN.—Fred C. Orthwein died after a long illness, aged 57 years. He was head of the W. D. Orthwein Grain Company of St. Louis, Mo. At the age of 18 years he was employed in the St. Louis Victoria Flour Mills, which was owned by the Wm.

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D. Orthwein Grain Company, a business founded by his father. When the mill went out of business he became a member of the grain firm of which he has been president since 1900.

OLMSTED.—Oliver Allen Olmsted died on September 26. He was a member of the brokerage firm of David A. Noyes & Co., Chicago, and died there.

ROCKWELL.—George Rockwell died aged 86 years at North Baltimore, Ohio. He was for more than 50 years in the grain business but retired a few years ago.

SALZ.—Edward Salz died on September 22 after an extended illness. He was one of the founders

of the grain firm of E. Salz & Son, San Francisco, Calif.

SMITH.—R. S. Smith, head of the firm of R. S. Smith & Co., Charleston, W. Va., brokers of flour, grain, feed and hay, died recently aged 57 years. Mr. Smith's three sisters and one brother survive him.

SMUCK.—William Smuck was killed when the plant of the Whitney-Eckstein Seed Company, Buffalo, N. Y., was being fumigated. Four others were injured at the same time.

WILLIAMS.—Lytle R. Williams died following an operation on September 24. He was a feed merchant of Nashville, Tenn.

rivals from abroad increased to about 455 bags, against about 160 during August.

Rye grass moved very slowly early in the month, but later in September and early in October the expected improvement in demand for domestic seed developed. Arrivals for the month were only 100 bags from France.

Orchard Grass was one variety to advance during the month. Arrivals from Denmark were only 700 bags and yields in that country were said to be smaller than first expected and also light in weight. About 225 bags were exported to the United Kingdom, during the month.

## NEW VERIFIED-ORIGIN EMBLEM

Grain dealers and seed men will be interested in the new emblem which has been adopted by the United States Department of Agriculture in connection with its new Verified-Origin Seed Service. The emblem may be used on the letterheads, advertising copy, tags, etc., of those dealers who are



## FIELD SEEDS

### FARM SEED DEALERS MEET

Over 40 members attended the first autumn meeting of the Farm Seed Association of North America at Chicago, Ill., on October 4. The next meeting of the association will be held on January 16 and 17, 1928.

Clarence K. Jones was appointed as councillor for the association to meet with the United States Chamber of Commerce at its convention in West Baden Springs.

### SEEDS TRADE PROLONGED IN NEW YORK MARKET

By C. K. TRAFTON

As was the case during the preceding month, it was evident that decidedly "spotty" conditions prevailed in the New York market for field and grass seeds during the period under review. Although the generally accepted belief that supplies would be ample during the new season served to check buying to some extent, the fact that prices for many varieties declined during the month created the impression in some quarters that the liberal supplies had been discounted and that the new price levels offered a reasonably safe basis for conservative investment buying. While the general movement of prices was downward, as noted above, there was no evidence of severe depression as it seemed to be the consensus that in view of the light carry-over of virtually all varieties the abundant new stocks would be readily marketed, especially at the lower levels. In this connection one striking feature of encouragement which developed late in September and continued into October, was the advent of much more favorable weather, described by some as the most satisfactory stretch of weather during the entire season. Another interesting item in connection with the grass seeds was the large quantities shipped to Europe on old contracts.

Crimson Clover was definitely "put on the shelf" early in the month. Buying possibly terminated even a little earlier than usual as buyers were impressed with the idea that fairly large additional quantities would arrive from Europe which importers might be willing to sell at concessions rather than carry over the winter. The total imports for the month were only about 480 bags compared with about 2,000 during the preceding period.

Hairy Vetch became firmer early in the month and holders generally advanced the basis 1 cent or to 15 @ 15½ cents owing to the advent of a fresh demand from the South, coupled with expecta-

tions that the alleged larger quantities on the way from Europe would not arrive in time to satisfy all buyers.

Red Clover was inactive throughout the month and the spot basis for the domestic variety declined 5 cents, or to 28 cents, reflecting expectations that the crop will be the largest since 1922. Imported seed, however, sagged only 1 cent—to 24 cents duty-paid being steadied by indications that additional new crop supplies would be available in Europe only at decidedly firm prices. According to Department of Agriculture advices, there was too much rainfall, especially in England and Germany, and while the same authority alluded to expectations of a fair to good crop in France, private advices from that country were much less favorable; in some cases claiming that the crop was a virtual failure, especially north of the Loire River.

Timothy became easier during the month owing to the good crop outlook and a generally disappointing domestic demand, which was ascribed to unfavorable weather prevailing much of the time. As a consequence the expected good trade did not develop and as the car-lot basis was lowered to 4½ and the 100 pounds lot basis to 4¾ cents. Only a small export business was reported, but shipments on old orders were decidedly large—about 7,325 bags, mostly to Germany and the United Kingdom.

Redtop continued easy early in the month, the spot basis being ½ cents lower at 13½ cents, as buyers continued to hold off because of the liberal prospective supply. Holders, however, refused to offer further concessions, believing that bearish conditions had been discounted and that this item was now on an attractive basis compared with its competitors. It was argued that this latter consideration might appeal especially to foreign buyers and a more active export inquiry was generally expected. The exports on old orders during the month amounted to 1,130 bags.

Kentucky Bluegrass continued in decidedly poor demand throughout the month as buyers persisted in their claims that there was no justification for the higher prices named by interior shippers. The latter, however, refused to modify their ideas and as a consequence holders here still quoted the same basis as that of a month ago—19 cents for 21 pound seed and 18 cents for 19 pound seed. Export demand was also inactive, but there were about 965 bags shipped out on old orders.

White Clover was inactive during the month, but the spot basis for 100 pound lots remained unchanged at 30 cents, in spite of the fact that ar-

making use of the new Government service. Where seedsmen are not handling verified-origin seed of all kinds, it will be necessary for them to indicate in connection with the emblem the kind of seed covered.

### GOOD AND BAD SEEDS

Seeds which are purchased in good faith often turn out to be far from what is expected. One of the surest ways to know your seed is to know your seed dealer and the Agricultural Experiment Station of the Purdue University, Lafayette, Ind., has recently issued a bulletin designed to help the discriminating buyer. It is Circular No. 142 entitled "Inspection of Agricultural Seeds" and contains a report of the agricultural seed inspection for the year 1926 together with a complete analysis of 1,336 official seed samples with full particulars. Directions are also given for making germination tests at home. Copies may be secured from the station.

### TOLEDO SEED NEWS

By S. M. BENDER

Clover seed in Toledo, Ohio, was weak early in the month but has recently shown strength. A good demand is noted on all moderate setbacks. The profit-taking and hedging sales have been readily absorbed. October is now bringing a premium over the deferred futures. No deliveries have been made on October contracts so far but some are anticipated later in the month. The open interest in October is thought to be smaller than usual. Trade in December domestic and imported has been quite lively at times. Large amounts of Clover are reported still in the fields unhulled account of the frequent scattered rains over the Clover belt. The United States Department of Agriculture states that the harvesting of this year's crop of Red Clover seed was later than a year ago. The hulling

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FARMERS GET FROM 25 TO 50 CENTS MORE PER BUSHEL FOR CORN BY FEEDING RED TOP TANKAGE TO THEIR HOGS.

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60 Per Cent Protein Guaranteed

# THE AMERICAN ELEVATOR AND GRAIN TRADE

and early movement were delayed and as a result only about 15 per cent of the crop had left growers hands by the latter part of September. Advices from over there indicate that there has been too much rainfall in England and Germany. A period of about 10 days' favorable weather in France helped their crop. Conditions in Hungary and Roumania are more promising. Considerable surplus is expected from Czechoslovakia for the first time in 10 years. Receipts of Clover in this market are the largest to date for five years and shipments are the smallest. Both Alsike and Timothy are ruling firm with fair trade in both cash and futures. Fair exports of Timothy are now being made from this country. Both these seeds are considered low enough by dealers and should attract the trade.

## INDIANA SEED NEWS

By W. B. CARLETON

Wholesale and seed dealers in Evansville, Ind., and other towns and cities in central and southern Indiana report there has been a marked improvement in trade during the past month. The Timothy crop in Indiana this year, especially in the southern and central parts of the state was exceptionally good, owing to the abundance of wet weather that prevailed early in the year and there is going to be an abundance of Timothy seed. Red Clover and White Clover, while the quality was very good, were short and the threshing of Clover is now about over and the seed has not yielded as plentifully as in former years. The Alfalfa crop in the Hoosier State has been good judging from reports from all parts of Indiana and many of the farmers have gotten as high as four cutting. More farmers in Indiana grow Alfalfa each year as they find it a dependable and profitable crop.

State Senator Rowland H. Hill, 49 years old, well known grain and seed dealer at Carthage, Ind., died at his home in that city on September 21, death being due to a stroke of apoplexy which he received two days before. Senator Hill, who had been active in Republican politics of the state for a number of years, founded the Hill Grain & Coal Company at Carthage in 1914. He was prominent in Masonic and Shrine circles of the state and was a member of the Columbia Club at Indianapolis. He is survived by the widow, mother and one sister.

Emory E. McAtee, who for a number of years was a traveling salesman for the Ohio Valley Seed Company of Evansville, has been taking several

weeks layoff, but says he is intending to get back into the seed game before next spring. "It is the only thing I know well," said Mr. McAtee, "and I do not feel exactly right when I am not selling seed."

There is no need of any one in southern Indiana getting alarmed over the dreaded corn borer, in the opinion of R. J. Otten, county agricultural agent of Vanderburgh County. A few days ago a species of borer, greatly resembling the corn borer, was sent from Owensville to Mr. Otten at Evansville and he found upon examination that it was the smart weed borer.

Good seed corn will be scarcer next spring than at any time during the past 15 years, according to R. J. Otten, county agricultural agent of Vanderburgh County at Evansville. He says there never was a time when early gathering, drying and storing seed corn will pay greater than it will this fall. He said: "Unless we gather our seed corn this fall, thousands of us next spring will buy seed that is weak or dead. Or we will buy from away off somewhere and find in the end the grain is not suitable for our locality, and as a result our next year's crop will be weak and late. Here is an important thing to bear in mind right now: Any farmer can have his own seed corn for next year, if his corn this year gets past the roasting ear stage of maturity. Corn gathered in hard roasting ear stage and thoroughly dried will grow surprisingly well."

Louis C. Graf and John Egli, of the Ohio Valley Seed Company of Evansville, returned recently from Indianapolis, where they attended a sales school held at the Elks Club in the capital city. Every phase of livestock feeding was studied in the school.

The series of meetings held in Pike County during September to discuss soy bean culture were largely attended. The meetings were held under the auspices of K. E. Beeson, of the soils and crops department of Purdue University. Many questions were asked and discussed regarding the different varieties and their relative importance. The high points of the meetings were, for the hill lands, which is rather low in plant food, the Wilson of Virginia seem best for hay. On bottom land or field in a good state of fertility the Dunfield or the Morse Manchu would be excellent due to their comparatively early maturing qualities and their non-shattering characteristics.

## COMMERCIAL ANALYSTS ADOPT EMBLEM

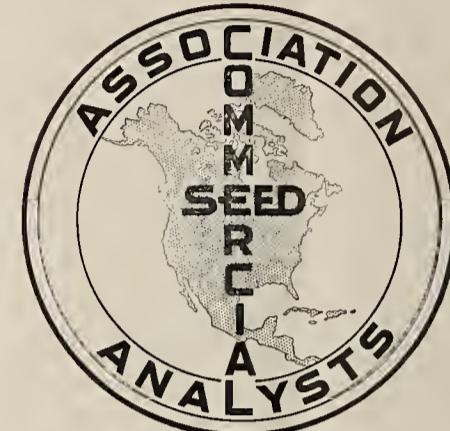
Living as we do in an age of emblems, symbols and trademarks, it is not surprising to find that an enterprising organization like the Association of Commercial Seed Analysts of North America has adopted as its official emblem a design originated by Kercheval E. Smith, vice-president of the association.

This emblem is not only intended for the use of the association on its own stationery, literature and other publicity material, but is also available for use by seed companies whose analysts are members of the organization. Such companies can use the emblem, accompanied by a statement that their laboratory is in charge of a duly qualified member of the association, on the laboratory certificates,

analysis tags, catalogues, price lists, and other advertising matter.

The present officers of the association are: President, Walter C. Pfaender, of the Albert Dickinson Company of Chicago; vice-president, Kercheval E. Smith, of Wm. G. Scarlett & Co., Baltimore; and secretary-treasurer, Macy L. Spracher of Northrup, King & Co., Minneapolis.

Ever since its beginning, the Association of Commercial Seed Analysts has maintained a very high standard of qualification for admission. That this policy has produced a superior type of membership is best illustrated by quoting the following statistics: The members have an average of approxi-



mately 11 years experience in seed testing, counting both official and commercial employment. The members have an average of approximately nine years of exclusively commercial experience. Over 78 per cent of the members formerly worked in some official laboratory, either Federal or state. Over 92 per cent of the members specialized in some college botany or agricultural course.

All members of the association have participated in the referee tests conducted by the Official Analysts, and the results have always indicated that the members were doing work of a very high standard.

Any one interested in the details of membership qualifications should consult the secretary-treasurer of the association, Miss Macy L. Spracher, 15th Avenue, N. E., and Jackson Street, Minneapolis, Minn.

## MILWAUKEE SEED NEWS

By C. O. SKINROOD

The seed market at Milwaukee has been taking a decisive slump in the last 30 days, thus clearly expressing the idea that the yield is going to be large in this state. However, the local seed dealers are still a little conservative.

Estimates are made here that the Red Clover harvest will run around two to three bushels per acre, which would be a good average yield. The market is down sharply however, on the assumption that the harvest is almost certain to be large. The price now ranges from \$26 to \$28, according to the local dealers.

The Timothy yields are expected to be very large, according to Milwaukee seed handlers. The quality is also reported as excellent. The market is now mostly steady after the big declines a few weeks ago. Local dealers are now quoting Timothy around \$4 to \$5. Seedsmen here believe that this will be a year for low prices of Timothy, with abundant supplies of seed.

One exception of the season of large yields of seeds is apparently that of Alfalfa where the harvest is likely to be rather light according to large hand-

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Room with Bath - \$2.50 and up  
Double Room with Bath - \$4.00 and up

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GRAIN AND SEED DEALERS

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# THE AMERICAN ELEVATOR AND GRAIN TRADE

lers of seeds here. The quality of the seed received in Milwaukee is only fair to good. The market for Alfalfa seed is ruling surprisingly firm with trade now quoting around \$19 to \$22 for the best of the offerings.

The Alsike supply is reported at Milwaukee as quite plentiful with a more abundant harvest than at first expected. The quality of the receipts is also reported as especially good having been harvested before the overwhelming rains which set in late in the crop year. Prices are running much below those of a year ago with recent sales from \$24 to \$26. The recent decline alone is fully \$2 per hundred weight. Present beliefs here among seedsmen are that the buyer of Alsike seeds will not be soaked anything like he was last year when the range of prices was exceptionally high.

There was a short yield of White Clover, according to Milwaukee seed handlers. Wisconsin is reputed the principal state for the production of this crop, and the yield here is considered decidedly short. The quality was for the most part good.

It is a little too early yet to tell much about the yields of Sweet Clover seed. Only a little of the seed has been marketed as yet and the quality of this was reported as very good. However, there have been enormous rains in the last two weeks so that these may have had a very bad effect on the production of Sweet Clover seed.

## IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Federal Seed Act:

Kind of Seed	September 1927	Pounds 1926	July 1, '27 to Sept. 1927	July 1, '26 to Sept. 1926
Alfalfa .....	(1) 10,100	31,200	178,300	73,700
Canada bluegrass .....	5,600	1,700	16,700	5,100
Alsike clover .....	61,200	13,600	71,200	48,300
Crimson clover .....	(2) 646,400	886,400	1,015,000	2,321,800
Red clover .....	.....	34,200	.....	290,700
White clover .....	23,000	51,800	106,800	213,000
Clover mixtures .....	900	.....	900	.....
Orchard grass .....	.....	5,000	121,000	133,200
Rape .....	(3) 638,900	548,700	1,104,900	1,022,600
English ryegrass .....	18,000	143,100	162,300	343,100
Italian ryegrass .....	2,000	55,400	119,900	183,600
Timothy .....	.....	.....	21,500	.....
Hairy vetch .....	(4) 272,700	156,500	496,100	365,100
Spring vetch .....	64,900	2,000	317,400	19,800

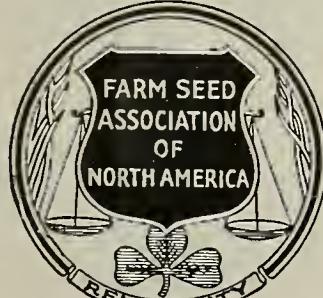
The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Federal Seed Act:

Annual meadow grass	500	.....	500	.....
Bentgrass .....	38,300	17,000	107,100	25,400
Biennial white-flowered sweet clover .....	416,400	111,100	521,300	300,700
Biennial yellow-flowered sweet clover .....	38,200	8,100	38,200	24,400
Canary grass .....	.....	.....	.....	1,100
Carpet grass .....	4,500	.....	11,200	1,100
Crested dog's tail .....	1,100	.....	27,800	.....
Chewings fescue .....	131,200	68,000	609,400	396,200
Other fescues .....	52,500	76,700	66,400	76,700
Lawn grass mixtures .....	.....	1,000	.....	1,000
Redtop .....	.....	.....	.....	.....
Rescue grass .....	3,000	.....	10,000	.....
Rhodes grass .....	.....	.....	.....	.....
Rough-stalked meadow grass .....	6,500	12,400	22,600	16,600
della .....	.....	.....	3,300	.....
Tall oat grass .....	.....	.....	1,000	.....
Wood meadow grass .....	.....	.....	500	.....
Yarrow .....	100	.....	100	.....

(1) All from Canada. (2) 352,900 pounds, from Hungary, 272,000 pounds from France, 21,500 pounds from Czechoslovakia. (3) 538,600 pounds from Holland, 100,200 pounds from Japan, 100 pounds from Canada. (4) 238,000 pounds from Hungary, 39,900 pounds from Germany, 1,100 pounds from Canada.

## FARM SEED DEALERS' EMBLEM

Shortly after the Farm Seed Association of North America was formed from the old Wholesale Grass Seed Dealers Association, the members adopted a new emblem, electros of which have been sent to



members of the association, in the three-quarter inch size. Electros are also available in one inch and one and a half inch sizes. Association members will use the emblem on stationery and in publicity matter.

## CLOVER SEED IN IDAHO

Idaho farmers produce very little Sweet Clover seed. Undoubtedly the crop would produce very satisfactory yields of seed in the irrigated areas, but it cannot compete in price with the seed of

Red Clover or Alfalfa. In the non-irrigated sections the low acre yields prevent farmers from competing with those of other sections where yields are higher and where they are usually taken after removal of a hay crop. Most of the Sweet Clover seed produced in Idaho is grown in isolated sections and at the higher elevations where other seed crops are not successful.

Unlike Alfalfa, Sweet Clover produces seed under practically all climatic conditions. Very little, if any, seed is produced the first year. During the second season it is possible in many sections to secure a hay crop, or early spring pasture, and a good seed crop. Under such conditions seed production is more profitable, because the second cutting produces the highest yield and ripens more uniformly. Under any conditions the chief objection to the use of the crop for seed is the fact that all the pods do not ripen at the same time. At harvest time some of the pods will be shattered, others will be just ripe, and still others from the late bloom will just be formed. Such a condition means that no matter when the crop is cut for seed, there is always considerable loss from shattering, resulting in a lower seed yield and volunteer plants the next season. It is when Sweet Clover is used as a seed crop that it is likely to become a weed. There is no doubt that there is little place for Sweet Clover as a seed crop in the non-irrigated sections of Idaho. Its chief value for these areas will be for pasture and soil improvement.—From a bulletin of the Idaho Agricultural Experiment Station at Moscow, Idaho.

## CLOVER AND ALSIKE MOVEMENT

Harvesting of the 1927 crops of Red Clover and Alsike Clover seed was in general later than last year, consequently threshing and early movement was slow to start. Weather conditions that followed were unfavorable for threshing, which was just starting or was under way in many of the important producing districts on September 28. Up to that date about 15 per cent of the Red Clover and about 50 per cent of the Alsike Clover seed crops had left the hands of growers, according to the United States Bureau of Agricultural Economics.

Prices offered to growers were lower than at harvest and than last year. Growers were not free sellers, especially of Red Clover at prevailing

(Continued on Page 277)

leys and two small stands of elevator belt and buckets. LAPEL LUMBER & GRAIN CO., Lapel, Ind.

## Miscellaneous Notices

### WANTED

Middle aged miller for small rye and feed mill. Electric power. F. D. CASE, Racine, Wis.

### HAY WANTED

Get full market value for your hay and straw. Ship to ALBERT MILLER & CO., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

### WANTED

Position as manager of grain elevator. Many years' experience; can handle side lines. Good references. Prefer Oklahoma, but will go elsewhere. JOHN W. FITCH, Route 2, Amber, Okla.

### SUPERINTENDENT WANTED

Applications for the position of superintendent of the Sarnia Elevator will be received by the Sarnia Elevator Co., Ltd. Give full particulars of past experience and salary expected. SARNIA ELEVATOR CO., Ltd., Gardiner Bldg., Sarnia, Ont., Canada.

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## Grain and Seeds

### FOR SALE

New crop Timothy and Clover Seeds. Very attractive prices. Sample on request. QUINCY SEED COMPANY, Quincy, Ill.

### FOR SALE

White Blossom and Grundy County Sweet Clover. Bag lots or carloads. Various grades. Prices very attractive. FARGO SEED HOUSE, Fargo, N. D.

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prices which average \$6 per 100 pounds lower than a year ago. Alsike Clover prices average about \$3 lower than last year and have been unattractive to growers.

Quality of both the Red and Alsike Clover seed, especially the former, averages for the country as a whole, better than last year. In the majority of districts the quality of the Red Clover was reported from fair to very good and in several, from good to very good.

Early movement of Red Clover seed during the past four or five years has been slower than usual because of small crops and the general upward trend of prices from harvest until seeding time. The movement of the crop this year is about the same as the belated movements of the smaller crops of a year ago and two years ago. In part, the slowness of the movement is due to the lateness of the crop. Hulling was but a third to a half finished in many of the producing districts. In some sections growers were engaged with other farm work due to the lateness of the season. Growers in general were not free sellers at prevailing prices which were considerably below those of a year ago. Prices were lower than at harvest in contrast to higher prices following the harvest a year ago.

Reports from Europe indicate that there has been too much rainfall, especially in England and Germany for proper setting of seed. A period of about 10 days of favorable weather in France improved the outlook of the crop in that country. Conditions in Hungary and Rumania are more promising and considerable surplus is expected from Czechoslovakia for the first time in years. Considerable carryover exists in Europe.

Movement of Alsike Clover seed has been about normal but slower than the very rapid movement of a year ago. About 50 per cent of the crop had left growers' hands up to September 27, compared with 60 per cent last year, 50 per cent two years ago and 35 per cent three years ago at about the same date. The movement this season has been most rapid in southern Idaho, southwestern Ohio and northern Indiana and slowest in Minnesota, northeastern Wisconsin and western New York.

## NEW SEED TRADEMARKS

The following new seed trademarks were published on September 20, in the *Official Gazette* of the United States Patent Office: "Our Sunflower" garden seed including sunflower seed, flower seed,

field seed, seed corn. The Barteldes Seed Company, Lawrence, Kan. Filed February 14, 1927. Serial No. 244,344. "Best by Test" seeds, bulbs, plants.

## OUR SUNFLOWER

"Best by Test"



etc. Dietz & Trivett Company, Inc., New York, N. Y. Filed June 27, 1927. Serial No. 251,178.

## COOLIDGE AND ALFALFA SEED MAKE TOWN FAMOUS

Rapids City, S. D., besides being famous as the summer headquarters for President Coolidge this year, is reported to be of growing importance as a seed center. Alfalfa seed is the specialty concentrated there, and a co-operative selling agency sends the product into several adjoining states.

Points in central Iowa are among the chief destinations of the Rapids City seed. Poweshiek County, for example, has absorbed many thousand pounds during the last season or so.

A new seed business is to be opened for business soon at Exmore, Va.

The Maupin Seed Company has bought a building and lot at King City, Mo.

A half ownership in the Central Seed Company of Shawnee, Okla., has been bought by L. D. Ford.

S. K. Wauchope is the other partner and they will operate as the Central Seed & Feed Company.

An addition is being built to the plant of the Jung Seed Company of Randolph, Wis.

Improvements are being made to the seed handling plant of J. M. Schultz at Dieterich, Ill.

A new power elevator has been installed by the Holthusen Bros. Seed House, Williston, N. D.

A. M. Eldridge after November 1 will not be associated with the L. L. Olds Seed Company of Madison, Wis.

A new state seed testing laboratory has been established at Amherst, Mass., with Elizabeth F. Hopkins in charge.

Additional units are being constructed at Dallas, Texas, by the Magnolia Seed House. This includes a new warehouse and general office.

The Boyce Seed Company has been incorporated at Seattle, Wash., capitalized at \$10,000. J. A. Boyce and C. L. Boyce are interested.

Articles of incorporation have been filed by R. J. Moore, W. J. Humphreys and W. A. Hughes at the Gates Gin & Seed Company of Gates, Tenn.

The Puget Sound Seed Company of La Conner, Wash., is now occupying larger quarters. Major I. W. and Ernest Alexander and I. Whitney are the owners.

A warehouse and cleaning plant for cleaning, grading and sacking seed, is to be established at Crawford, Neb., for the Nebraska Co-operative Alfalfa Seed Growers Association.

The Platte Valley Seed Company has been organized at Grand Island, Neb., by Edmund Johnson and W. A. Clark and succeeds the Johnson Seed Company. Its capital stock is \$25,000.

The seed store of Stephens & Smith at Mercedes, Texas, has been opened for business. T. E. Stephens and D. B. Smith for years in the seed business are owners of the company, and were recently with Richman & Samuels at Westlaco, Texas.

The Kaercher Seed Company of St. Louis, Mo., has been bought by E. L. Papin. The name has been changed to the Kaercher Seed & Supply Company and Mr. Papin will handle everything in the line of field and garden seeds as well as sidelines. He has been with Ed. F. Mangelsdorf & Bro., since 1919 and prior to that time was with the Louisville Seed Company of Louisville, Ky.

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**GRAIN RECEIVERS**

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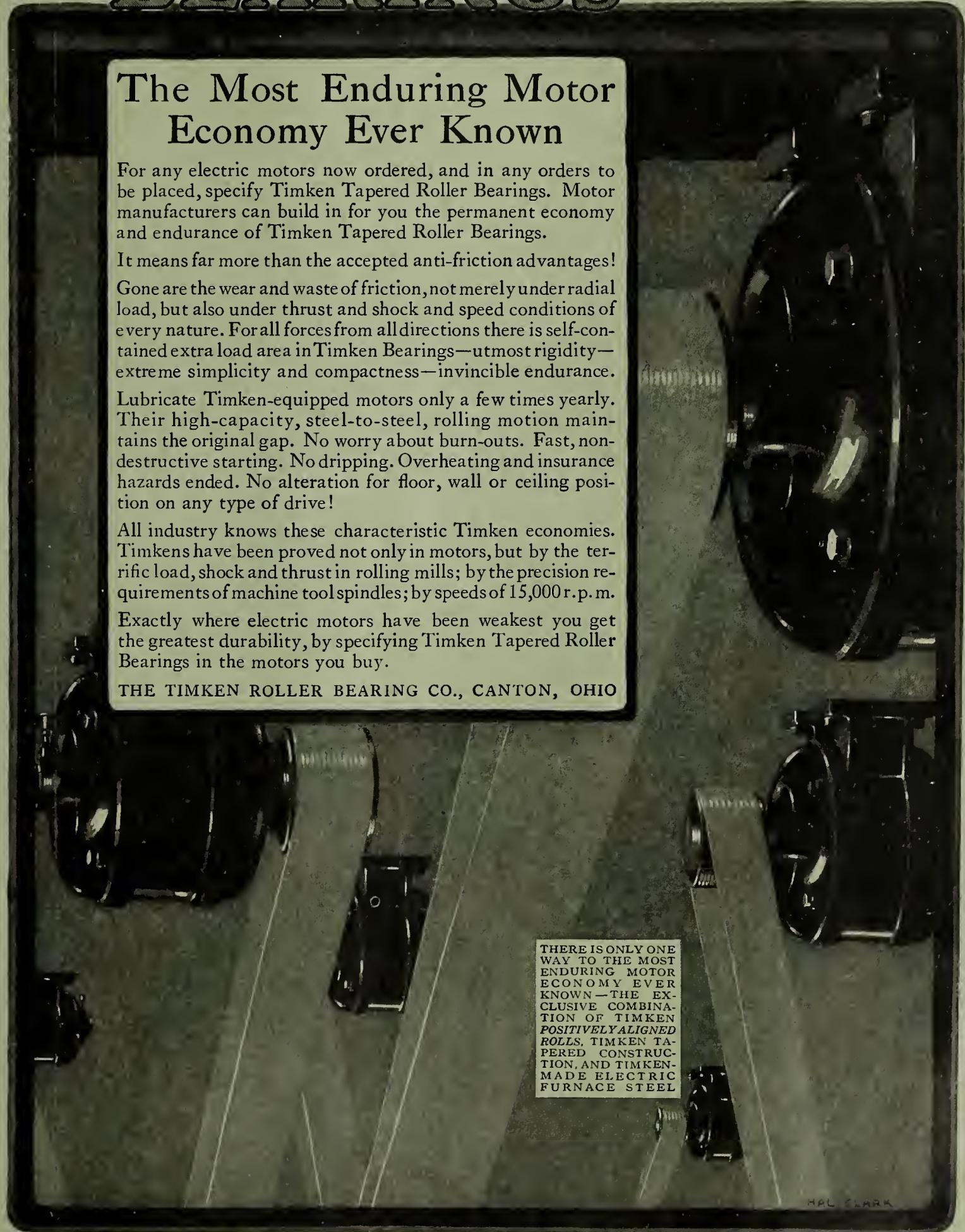
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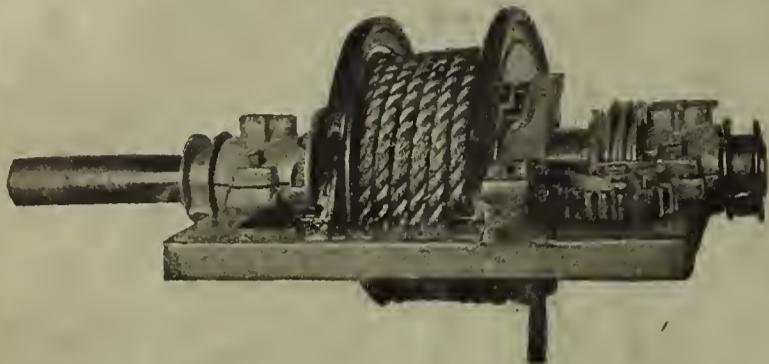


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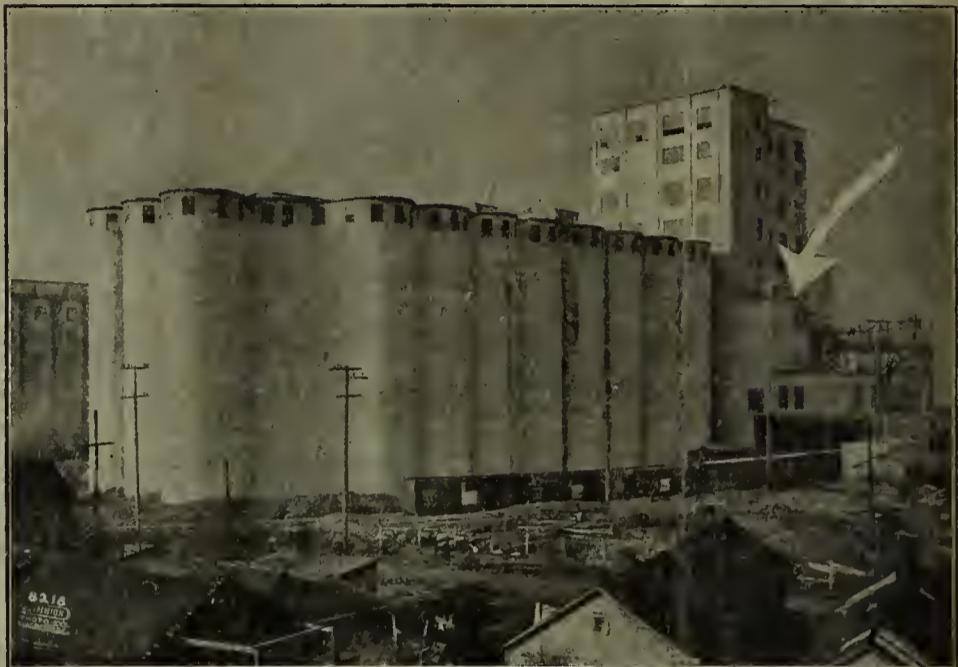
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